XEROX

Xerox University Microfilms
Ann Arbor, Michigan 48106

WESTERN AMERICANA

Reproduced from the original in the collection of
THE HENRY E. HUNTINGTON LIBRARY AND ART GALLERY

22

TWENTY YEARS

OF

Kansas City's Live Stock Trade

and Traders.

BY

CUTHBERT POWELL.

ILLUSTRATED.

Entered according to Act of Congress, in the year 1893, by
CUTHBERT POWELL,
in the office of the Librarian of Congress, at Washington, D. C.

—1893—
Pearl Printing Company,
Kansas City, Mo.

PREFACE.

THAT THE world may know the glorious Southwest as it really is, and the story of its springing from a semi-wilderness into one of the richest pastoral countries in the world preserved to posterity, has impelled me to undertake these pages. As a live stock reporter and editor in St. Louis and Kansas City markets for the past twenty years I have seen this wonderful country peopled as if by magic and the live stock markets of the Missouri Valley leap from nothing to marvelous trade, controlling the well-being and prosperity of not only cities but sections.

The greatest care has been taken to ascertain correct facts and nothing assumed or taken on trust in telling my wonderful story. The tables are compiled from actual sales in the newspaper files here, and may be relied upon as in every way trustworthy. My plain's sketches are based upon Maj. Henry Inman's "Old Santa Fe Trail"; and to J. Parker Mitchener and McCoy's "Sketches of the Cattle Trade of the West and Southwest" credit is due for much of my information of the early days of the trade. And being active participators in it, they were recognized authorities in these matters.

All exaggeration and coloring has been avoided in dealing with my subject—my aim being to give to my readers history: a representation of the daily acts in the opening up and developing of a new country, rather than a painted narrative.

If such an interest as pictured in the following pages has been hewn from the rough in twenty years, what may be expected in the next two decades?

CHAPTER I.

HOW LITTLE we realize the wonderful transformation that has taken place in this mighty Missouri Valley in less than a generation.

It is within that time when the white man first crossed the plains from where Kansas City now stands, and it was here, standing on the bold bluff overlooking the confluence of the Kaw and Missouri rivers, wrapped in the beautiful scene that lay before them, that trappers spied out this country.

Led to the spot on a trip across the plains in quest of big game and trade with the indians, then full of golden returns for those daring spirits willing to take their lives in their own hands and risk themselves among an unknown and wild race of men. The prairies of Kansas, Colorado and New Mexico were a beautiful wilderness, but little known to the white man, given up to luxuriant western nature, the indian and the buffalo.

The whole face of the earth was covered with a most abundant growth of prairie grass, forming a carpet of green, dotted here and there with bright flowers, and what a revelation to them—these great valleys of the Missouri and the Kaw! What a wealth of country and what future promise! The home of comfort, plenty and luxury some day when civilization shall have driven back the red man, and the Anglo-Saxon shall have taken possession of the country, are the thoughts that must have possessed them.

The soil of these prairies not being surpassed even by the great valley of the Nile. What a farm region lying open and idle waiting for the day when the settler would be safe from the raids of the red man, and the buffalo and coyote driven back to more remote sections. There were no railroads, those great civilizers, in those days in the Missouri Valley, horses and buckboards being the only means of conveyance. The Missouri River was traversed by steamboats and the overland traffic was all done by teams. The prairie schooner and buckboard were the familiar vehicles of the plains and they were invariably accompanied by armed out-riders who guarded passengers and freight. But this trading with the Indians and Mexicans, though hazardous, was very profitable, and in a few years quite a freight depot was built upon the spot where Kansas City now stands. Wagon after wagon could then be seen wending its way from the Missouri River Landing, loaded down with such goods as the wild red man must have craved. Chief among these were tobacco, whiskey, sugar, and the cheap gay stuffs for ornaments so much sought for by these wild children of the plains who had in exchange valuable furs and hides, which were given up to their white brethren at most liberal discounts. And those who reached so far as the Mexicos, brought back in exchange silver and gold, the former nailed in small strong boxes covered with raw hide and the latter stuffed in holes in the axletrees dug out for this purpose and packed with wool, thus eluding the thieving bands of savages that infested the entire country between here and Santa Fe, and were ever on the lookout for pillage and plunder. For the success of such a trade the men had to be brave and shrewd, and many are the daring deeds told of the early travelers of the Old Santa Fe Trail, the brown serpentine pathway that led across the plains and to the foundation of many a fortune here in the New West. It was through these pioneers and adventurous spirits that this fair land and glorious agricultural region is now given up to civilization and religion. They were an entering wedge into an unknown country, and told on their return, as the spies of old who went into the land of promise and came back ladened with the fullness and goodness of the earth.

CHAPTER II.

MANY OF these noble spirits are still with us, walking our streets, and marvelling at the wonderful progress that has taken place in a few decades, and hesitate at times as to its reality, half believing that it is all a dream.

The old Missouri River Landing, where prairie schooners were freighted and started on their perilous journeys across the plains, is now the front of a prosperous and finished city with hundreds of miles of paved streets, cable and electric car lines, and railroads radiating in every direction like so many spokes in a wheel. And spacious and handsome buildings lift their proud heads to heaven on many a corner, and marble halls—more than one—are to be found in our midst, with their polish and grandeur exciting the admiration and pride of the beholder. And the old frame taverns, with their dingy little rooms, have given place to immense hotels, monuments of architectural greatness and beauty. Their lobbies, spacious and airy, are ornamented in the highest degree. Marble wainscoting, onyx mantels, rich counters, and walls decorated in the most artistic manner, with the most expensive furnishing and upholstering, tell of the wonderful civilization, and accumulation of wealth that has taken place in less than a single generation.

The old Santa Fe Trail is no more, and the heavily freighted wagons and armed out-riders that once travelled it have passed into history. And out of the Indian Territory, which in the fifties comprised all that vast stretch of country west of the Missouri River and east of the Rocky Mountains, have been carved the prosperous and populous States of Kansas, Nebraska, Colorado, Montana, North and South Dakotas, and the Territories of Utah, Wyoming, New Mexico, Arizona, and Oklahoma; and in the place of indian villages and teepes, handsome and growing cities and highly cultivated farms and picturesque country homes dot these great plains; and where so short a time ago the Indian and the buffalo roamed and the coyote howled, and wild vegetation took the earth, are now 4,023,713 white souls, and civilization and culture are to be met with on every hand. And of this wonderful progress and bringing into civilization of this grand New West, many an interesting and exciting story may be told, as its early history was a stormy one, and more than once a bloody baptism was given to this fair land. It was as late as the last of the sixties when that terrible fight of Gen. Forsyth and his fifty picked men occurred on the Arickaree fork of the Republican, now one of the finest stock and farm regions in Kansas.

Of it Col. Henry Inman, in his "Stories of the Old Santa Fe Trail", says:

"The second week in September in 1868 the Indians raided a Government wagon train a short distance from a tank station on the Kansas Pacific Railroad, about a hundred miles beyond Wallace, and as soon as the news reached Fort Harker over the wires, General Forsyth and his band of fifty scouts started to intercept the savages on their retreat. The next morning the scouts struck the fresh trail of the Indians, and by forced marches came so close to them that they compelled them to split into small detachments, and night coming rapidly on their trail was lost. But the march was continued north and on the eighth day, as the scouts were approaching the bluffs of the Republican River an immense trial was struck leading north. The signs indicated the presence of indians in large numbers. As it was growing dark and rather than take the chances of losing the trail in the night, it was determined to bivouac in the vicinity, rest the animals, and continue the pursuit at first streak of day. This proved most fortunate, as the spot selected for the bivouac had some slight strategic value, and was, for that reason, chosen. It was an elongated low mound of sand (such as are seen at intervals in the Arkansas Valley,) which with a fork of the Republican at this point, formed an island. In the early gray of the next morning, while the stars were still twinkling and sleep oppresses more than at any other hour, the sentinels posted on the hills above the island, yelled 'Indians!'

"In a moment the camp was awake, and with rifle in hand each scout rushed for the lariat to which his horse was picketed, knowing of course that the first effort of the Indians would be to stampede the horses. A small party of the savages dashed in with a horrid whoop, and, shaking their buffalo robes, succeeded in running off a portion of the pack-mules and one or two of the horses. A few shots fired by the most advanced of the scouts scattered the Indians, and quiet reigned for a few moments. But before the scouts had finished saddling their horses, Indians appeared from all quarters. Over the hills from the west and north, along the river on the opposite bank, everywhere, and in every direction they made their appearance. Finely mounted, in full war-paint, their long scalp locks braided with eagle's feathers, and with all the paraphernalia of a barbarous war party, with wild and exultant shouts, on they came. It was a desperate looking preponderance of brute force and savage subtlety against the coolness and calm judgment of the disciplined soldier; but General Forsyth without glancing at the hell in front, and all around him, with only the lines of determination in his face a little more marked, and grasping the terrible picture before him, stoically determined to take possession of the Sand mound with their horses, and then, almost against hope, to accept the wage of battle.

"Fortunately on the island were growing some stunted shrubs, to which the animals were fastened, their bodies forming a cordon, inside of which the luckless scouts prepared for the demoniacal charge, which they knew must come, with its terrible uncertainty, in a few moments. They had scarcely secured their horses before on came the savages like a shock of whirlwind, and the awful unequal battle commenced.

"It was not yet daylight, and the Indians taking advantage of the uncertain light, dismounted from their ponies, and creeping to within easy range, poured in a murderous fire upon the scouts. Being splendidly armed, as usual, by the munificence of the government, or its apathy in preventing renegade white men or traders from supplying them. The Indians, apparently as numerous as the sand grains of their little fortification, hemmed them in on all sides. More than a thousand hideously painted, screaming warriors surrounded this little band with all the hatred of their race depicted on their fiendish countenances, in anticipation of the victory which seemed so certain. Scattered among these, out of rifle range, were the squaws and children of the aggregated bands, watching with gloating eyes the progress of the battle, while the hills re-echoed their diabolical death chant, and the howling of the medicine-men and chiefs inspiring the young warriors to deeds of daring. The general and his men took in their chances at a glance, but saw little hope in the prospect, yet determined, however, never to be taken alive—a thousand deaths by the bullet were preferable to that—and they made up their minds to fight to the bitter end, which would only come when the ammunition was exhausted or themselves killed.

"To this purpose they commenced to intrench as best they could, by scraping holes in the sand with the only implements at their command— their knives. They succeeded in making a sort of a rifle-pit of their position, but before the work was completed two of the scouts were killed and many wounded, among the latter the general. Owing to the dreadful firing of the Indians who continuously charged down upon the 'island' the doctor was compelled to abandon his care of the wounded and become a combatant, and he did excellent work with his rifle, but a bullet soon pierced his brain, and he, too, fell among the slain. In a few seconds after the doctor's death, in the midst of a terrible onset by the Indians, the general was again struck near the ankle, the ball perforating the bone as perfectly as if done with an augur. The scouts had not, all this time, been without telling effect upon the Indians; many a painted warrior had 'bitten the dust' before the sun was two hours high. At each successive charge of the redskins the scouts, cool, careful and deliberate, took aim, and when their rifles were discharged each put a savage *hors de combat*—there was no ammunition wasted. Nor had the besieged escaped from the fearful onsets of their enemies; besides the casualities related nearly all the horses had been killed—in fact before noon all but one had fallen, and it is related that when he, too, was killed one of the warriors said, 'there goes the last d—d horse, anyway.' At this juncture, too, with all their horses *killed*, and *half the number of scouts dead or wounded*, the Indians determined upon one grand charge which should settle the unequal contest. They rallied all their forces and hazarded their reputation upon the aggregate assault. The charging column was composed of some one hundred and fifty 'dog soldiers' and nearly five hundred more of the Brules, Cheyennes and Arrapahoes, all under the command of the celebrated chief, 'Roman Nose.'

"Superbly mounted, almost naked, in full war dress, and painted in the most hideous manner, formed with a front of about sixty men, they presented a most warlike appearance. They awaited the signal of their chief to charge, with the greatest confidence. He at first signaled to the dismounted men beyond his line of horsemen to fire into the scouts, and thus make his contemplative charge more effective. At the moment of the fussilade, seeing that the little garrison was stunned by the fire of the dismounted Indians, and rightly judging that now, if ever, was the proper time to charge, 'Roman Nose' and his mounted warriors, with a wild, ringing war-whoop, echoed by the women and children on the hills, swept onward. On they came, presenting, even to the brave men who awaited them, a most superb sight. Soon they were within range of the rifles of their friends, and the dismounted Indians slackened their fire for fear of killing their warriors. This was the opportunity for the scouts. 'Now!' shouted Forsyth, and the scouts, springing to their knees, and casting their eyes coolly along the barrels of their rifles, opened upon the advancing savages with a deadly fire. Unchecked, undaunted, on dashed the warriors; steadily rang out the reports of the frontiersmen. 'Roman Nose' falls dead from his horse, 'Medicine Man' is killed, and for an instant the column, now within ten feet of the scouts, hesitates, falters. A cheer from the scouts, who perceived the effect of their well directed fire, and the Indians begin to break and scatter in every direction, unwilling to rush to a hand to hand struggle. A few more shots and the Indians are forced back beyond range. Forsyth inquires anxiously, 'Can they do better than that, Grover?' 'I have been on the plains, General, since a boy, and never saw such a charge before.' 'Alright, then, we are good for them.' It was in this grand charge, led in person by their greatest of all warriors, 'Roman Nose,' that Lieutenant Beecher was mortally wounded. He suffered intensely, and lingered some hours before his manly spirit was extinguished. He was brave, the very soul of honor, and a favorite in all the garrisons. It is a burning shame that such as he are so frequently offered up on the altar of a barbarous policy, dictated by a great government, that should be honest enough with its wards to preclude the possibility of such outbreaks as our so-called Indian wars. Before night closed in on the terrible tragedy of that day, the Indians charged upon the beleagured scouts again and again, but were as often driven back by the dreadful accuracy of the rifles of the besieged with an increasing loss each time. The earnestly looked for darkness at last brought the welcome respite, and it was made possible for the unfortunate men to steal a few minute's rest that was needed—Oh, how much! Hungry, exhausted, with an empty commissariat, every animal dead, four comrades lying stark upon the dreary sand, and a greater number writhing in all the agony of torturing wounds; a relentless enemy ever watching; no skilled hand to aleviate the sufferings of the dyiug, and the only hope of help that might never come, more than a hundred miles away.

"Think of it, grasp it if you can! Later, while the night yet thickened, preparations were made to meet the events that must surely come with the morning's light, and the little fort—for it now had certainly reached the dignity of that title—was made still stronger: for gabions, the swollen carcases of the dead horses were used, and huge slices were cut from their thighs for food. Thank God! the torture of thirst was not added to their other sufferings, for water was easily obtained by digging a short distance. Thus strengthened, a mid-night council of war was held in whispers, and it was determined two of their number should go to Fort Wallace, as desperate as the undertaking was, and a mere boy—Stillwell—and another scout expressed their willingness to make the attempt.

"The brave men crawled from the 'island' to run the gauntlet of the watchful savages, ever on the alert to take advantage of the least unfavorable demonstration on the part of their prey, as they fully believed them. The sun rose in all the splendor of a Kansas autumn morning, bore the same horrid features of the day before. All through the weary hours the Indians kept up an incessant firing but no serious charge was attempted—they had had more than they anticipated in their efforts in that direction—so the scouts, pretty effectually intrenched, suffered but little from the mild firing of the besiegers, but it was annoying, and kept them ever prepared for a possible charge, the result of which might not be so fortunate as that of former ones.

"Night again came to throw its mantle of rest upon the band, and two more scouts were sent out to reach Ft. Wallace, if possible, but failed to get beyound the line of watchful savages, and were compelled to abandon the idea. This unsuccessful attempt to go for help cast a gloom over the command, for it could not yet be known what had been the fate of the other two who had gone out the night before. The next day the state of affairs assumed a more cheerful aspect—if that could be possible; the squaws and children had disappeared, which indicated a retreat upon the part of the Indians, although they still kept up their firing at intervals—perhaps they, too were getting short of ammunition and provisions! In the afternoon they hoisted a white flag upon a pole and expressed a desire to talk, but our heroes were too wary to be caught with such chaff as that, for with Indians a flag of truce means a massacre half the time. That night two more men were sent out, and those carried that famous dispatch of Forsyth's, which should hold its place in history with that memorable one of Grant's: "I intend to fight it out on this line if it takes all summer."

"It read: 'I am on a little island and have still plenty of ammunition left. We are living on mule and horse-meat and are entirely out of rations. If it were not for so many wounded I would come on and take the chance of whipping them, if attacked. They are evidently sick of their bargain. I can hold out for six days longer if absolutely necessary, but please lose no time.' The morning of the fourth day on the now historical little island broke more cheerful still; the Indians could be seen rapidly moving away, only a few, comparatively, remaining in sight, to wait until entire exaustion and starvation should place the scouts in their power; but they little knew the metal of the men lying behind those breastworks of rotten horses, or they, too, would have gone with the old men, women and children of the tribe. But few shots were fired by the scouts in response to the occasional random fusillade of the Indians, they contenting themselves with saving their ammunition for a possible last grand act in the drama, and only shooting when an Indian came within certain range, and then he was sure to be sent to the 'happy hunting grounds.'

"Night again came with its relative rest, and then another weary day of watching and waiting, without any special demonstration on the part of the Indians. But new horrors made their appearance in the shape of gangrene wounds, and suffering for want of food. The putrid flesh of the dead horses and mules was all that remained that would support life, and however revolting, it had to be swallowed. The nauseating effluvia of the rapidly decaying dead carcasses made the place almost intolerable, and so insufferable did it become that the general told those who were disheartened to go, but all to a man, to their honor be it recorded, refused, electing to remain with their companions in arms, to be rescued or die with them. Two more days of torture, and then, on the ridge between them and the golden sunlight, gleamed the golden bayonets of Col. Carpenter and his column, or 'the boys in blue.' Their Havelock had reached this American Lucknow, and cheer after cheer, feeble though they were, went up from the little island."

There are still among us many men now living, and not passed middle age, who were witnesses of this bloody acting and remember well this little island, now a part of a rich pasture and the center of rural plenty and prosperity. Such have been the wonderful transformations wrought by the whirligig of time.

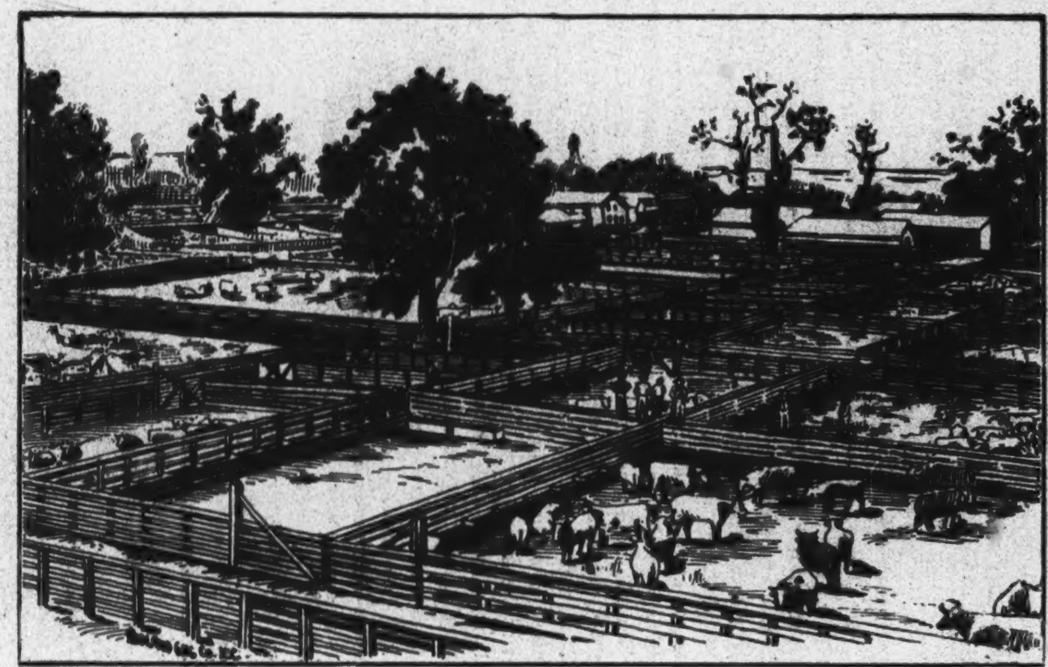
CHAPTER III.

SAVAGERY having been conquered, the Indians whipped into submission, and the buffalo driven to remote pastures, peace reigned upon the great plains, the white man pushed his way out upon the prairies and the plowshares and pruning hooks were substituted for the rifle and the bow and arrow, and stock raising and farming took possession of the country.

And what had heretofore been popularly supposed to be a desert, proved one of the grandest pastoral and farm regions in the west. The abundance of neutritious wild grasses that cured on the ground without deterioration, furnished feed for cattle and horses the year round without labor of tillage or the expense of harvesting. Ranching, therefore, attracted first attention and proved wonderfully remunerative from the start. And many fortunes were made in driving up cheap and young cattle from Texas and wintering them upon the stronger and more neutritious grasses of Kansas and Colorado, and then shipping them to market. And for a number of years these semi-wild Spanish cattle largely predominated in the New West. But the ranchman from the south was being met by the farmer from the older states east of the Missouri river, and each year saw the number of farms under cultivation in Kansas greatly added to, and the wheat and corn crops soon came into prominence and diversified farming attracted more attention, and hog and sheep raising and cattle feeding in the eastern half of Kansas were pushed with vigor and success. The soil being virgin, and naturally deep, and rich, wonderful crops and handsome returns were made by the early farmers and stock raisers, and the New West at once attracted general attention throughout the country and a steady flow of population and capital west of the Missouri river set in. And with this development of the country and the rapid growth of the live stock industry, came a demand for a home market for the farmers' and ranchmen's maturing stock. Where that should be was soon settled by a few enterprising railroad officials and stock traders, who in 1870 built the first stock yards west of the Missouri river here at Kansas City. An affair both crude and small as compared with our present magnificent and finished system of yards; yet they were pens and scales; an abiding place for that trade that even at so early a date sought a resting place here on the banks of the Missouri and Kaw and provided a home market for the constant increasing number of meat producing animals west of us. Weights had no longer to be guessed at and bank facilities were at hand, making it possible as well as profitable to conduct larger and more successful trades, and within half the time and at half the expense as in the old way when the trader had to drive to the country and carry currency with him, and use his eyes and judgment in guessing the weight of an animal, a method which was never satisfactory, as either the buyer or the seller had to be "bit" to some extent by such a deal, and in most cases the latter proved the sufferer, as the buyer's practiced eye and experience gave him the advantage.

Competition was furnished, that life to all trade, that is ever prayed for by the seller and enables them to obtain a true market value for their goods when nothing else will. The moving spirit in this enterprise was Col. L. V. Morse, at that time Superintendent of the Hannibal and St. Joe railroad, that was doing the bulk of the stock business out of Kansas City. He mapped off and fenced in five acres of ground, divided it up in eleven pens, built fifteen unloading chutes and put in a small pair of Fairbanks scales, and thus organized the first live stock trade west of the Missouri river, and formed a neucleus around which has been built one of the most complete and extensive stock yards in the world.

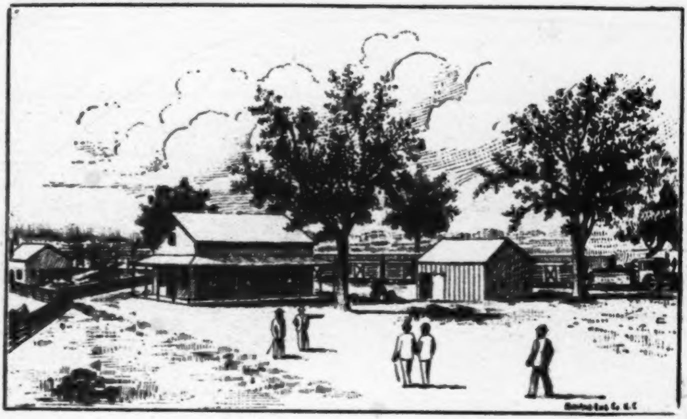
In March, 1871 was commenced the present yards, and they were soon completed and christened the Kansas City Stock Yards. The officers were: J. M. Walker, of Chicago, President; George



THE YARDS IN 1871.

H. Nettleton, General Manager; Jerome D. Smith, Superintendent; Geo. N. Altman, Secretary; H. P. Child, Yard-master; R. B. Buffington, Shipping-master; J. Parker Mitchener, weigh-master and J. L. Draggon, feed-master. The yards covered only twenty-six acres, but were provided with pens and chutes and was a trading place for the western cattle then seeking a market here.

The Exchange Building was even less pretentious than the yards, being a one-and-a-half story frame structure at the end of Twelfth street and without Commission men's offices, yet it was shelter and a warming and drying place in cold and wet weather. With this foothold for trade dealers from older and established markets east of us were at once drawn to Kansas City.

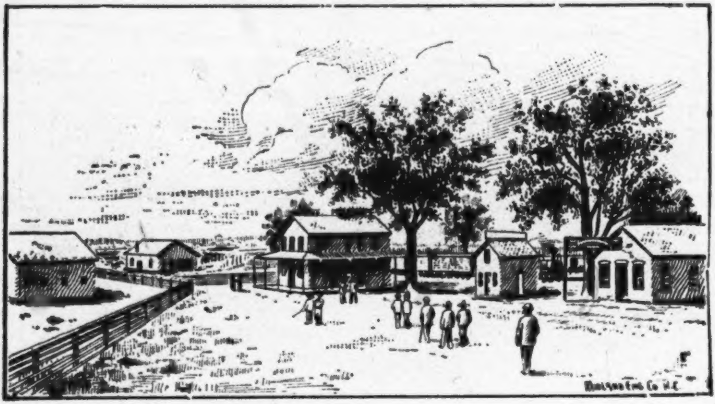


THE EXCHANGE BUILDING IN 1871.

The first Commission house to open its doors was that of Gillman Reed & Co., afterwards Tobey, Gillespie & Co.; then came W. A. Rogers, Geo. R. Barse and Jno. F. Gregory, representing Chicago firms, and J. L. Mitchener & Son. These enterprising spirits pushed trade to success. The year 1872 saw many changes. Early in the spring of that year an upper story was added to the Exchange Building and it was divided into offices, giving the Commission men their first quarters.

In January Secretary Altman died and E. E. Richardson was appointed to his place and has filled this responsible position ever since, making a most faithful and efficient officer. The same year J. L. Draggon succeeded R. B. Buffington as Shipping-master who had been promoted to scale house No. 1, and John S. Nevius took Mr. Draggon's place in the feed office.

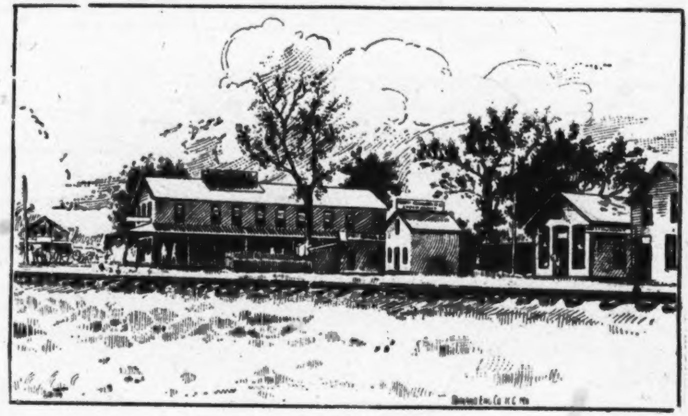
In 1874 Chas. E. Kent became Superintendent; but held the office but one year, he being succeeded in 1875 by Col. L. V. Morse, who became so very popular with "the boys," and under his management the yards grew rapidly and many important changes were made. In the summer of 1875 Mr. Draggon moved to St. Louis to accept a position with the National Stock Yards just opening there. Capt. J. H. Waite was appointed to his place and held the position of Shipping-master for many years and so managed his office as to greatly facilitate and expedite the handling of shipments. May 1st, 1876,



THE EXCHANGE BUILDING IN 1872.

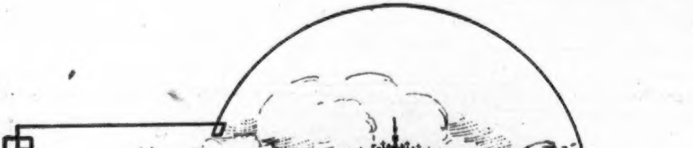
ground was broken for the new Exchange Building, and work was pushed rapidly forward and before the snow began to fly the handsome structure was completed. Dimensions, 105 x 127 feet, three stories high, of brick and stone trimmings, cost $35,000.

It was fitted up with Commission men's offices, two bank rooms, and spacious apartments for the company. Large rooms were provided for a restaurant, billiard room, barber shop and bath room. In front of the building a handsome grass plot was picketed off and a fountain placed in each end. Four 60,000 lb. scales were put in and the best accommodations provided for stock, and for the convenience and comfort of the traders walks were made on the fence tops. A fine barn and sheds were erected for horses and mules, and a splendid race track with a covered amphitheatre built.



THE EXCHANGE BUILDING IN 1873.

The yards now covered 100 acres laid off and fitted up for the most convenient and economical handling of and caring for the live stock trade that was rapidly being drawn to Kansas City; and the management of the yards extended every encouragement to the live stock interest of this section that promised even at this early date much for the future. In the meantime Charles Francis Adams, Jr., had been elected President; C. F. Morse, General Manager; L. V. Morse, Superintendent; E. E. Richardson, Assistant Secretary and Treasurer, and H. P. Child, Yard-master. And it was under the management of these officers that the present magnificent yards were built and the trade so encouraged as to make this the second live stock market in the world. On the death of Col. L. V. Morse, December 23d, 1879, H. P. Child succeeded him as superintendent and held the office without interruption up to the summer of 1892 when he was made assistant general manager. In December, 1880, Eugene Rust was made yard-master and the following year W. A. Norton succeeded



THE EXCHANGE BUILDING IN 1876.

Capt. J. H. Waite at the head of the shipping department. The importance of having all the executive officers here becoming manifest Mr. Richardson was made full secretary and treasurer in 1884.

Thus equipped with officers of tried experience the Yards prospered and the liberal policy of their management stimulated a rapid growth in trade. And as the business grew increased facilities were at hand for its accommodation and economical handling. The quarters of the office men as well as the receipts of stock were looked after. The third story being fitted up into offices, adding twelve new ones. A large force of men was kept constantly on hand, making changes and building additions and dividing up big pens into small ones, that increased yardage room might be secured, and the floors of the pens planked with cypress, greatly increasing their dryness.

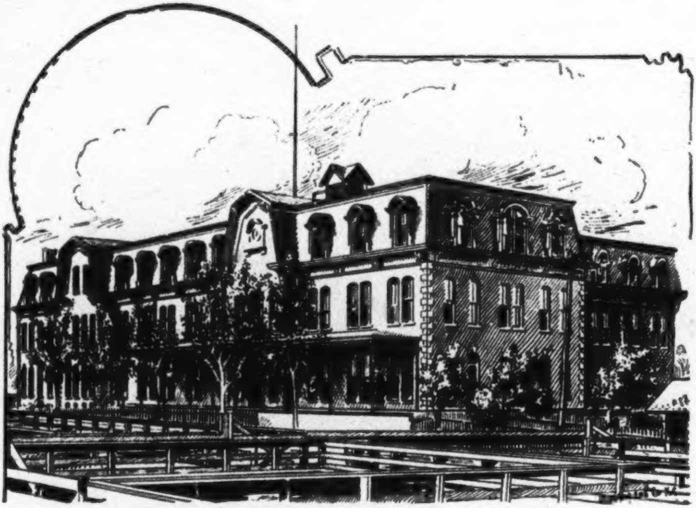
For the better protection of native cattle steps were taken in 1886 for the building of quarantine yards for "through" Texas cattle on the west bank of the Kaw river, and that stream spanned with a substantial bridge. The following year these yards were completed giving accommodation for 150 cars of cattle and shipping facilities in the way of side tracks and chutes for their full capacity, thus procuring immunity from Texas fever, and securing to shippers of native cattle during the summer months absolute safety of health to their shipments.

With this extension of the yards and the growth of trade increased duties devolved upon the officers and an addition to their number demanded. And to meet it Mr. Rust in 1887 was made superintendent and Phil Kopf, the little dutchman, succeeded to the yard-mastership.

And with this growth of the market new men were being constantly drawn into the trade and more office room required, and in 1887 the Exchange Building was greatly enlargened to nearly double its size, making it a structure with a frontage of 195 feet and containing 100 offices.

The traders being now nicely housed the comfort of their horses was next looked after, a large and well arranged stable being erected for them in easy reach of the Exchange Building.

Hardly had these improvements been completed before the vast receipts that were now pouring in called the construction department to the yards for the providing of increased pen room and more liberal accommodations for the growing trade. Every foot of ground had to be utilized; and in 1888 the Kaw river was walled the full length of the yards, reclaiming much waste ground. The same year a new and independent water system was put in, providing the trade with an abundance of free water.



THE EXCHANGE BUILDING IN 1887.

The following year the reclaimed land on the banks of the Kaw having become settled, it was made the base of an independent switch system completely under control of the Yard Company. Fully two miles of switch track was put down, and all the unloading chutes were removed there. The old State Line track was taken up and the yards extended to Bell street, and made into one solid block, much to the convenience of the trade, not only greatly facilitating the handling of the growing receipts, but increasing the pen capacity of the yards 5,000 cattle.

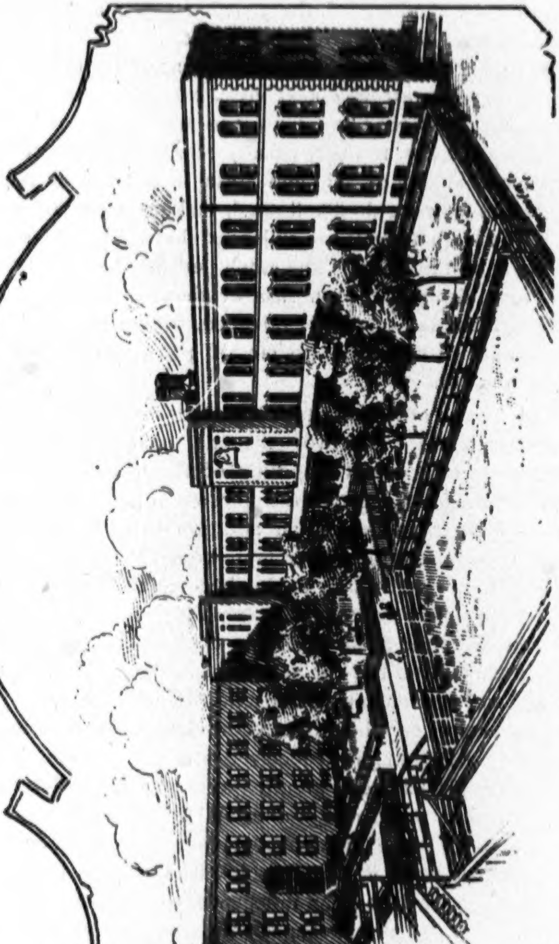
Having relieved the cattle department of its cramped condition, the hog interest was next given attention. A double deck hog house was designed and built, the most convenient and complete in the country, not only greatly economizing space but making gluts and mixing of sold and fresh hogs next to impossible. The upstairs pens are double floored, making them air and water tight. The fresh arrivals are unloaded here, and all selling and weighing is on this floor. The catch pens of the buyers are below where each drove as soon as weighed is driven, thus the mixing of fresh and sold hogs obviated, which was such a source of annoyance with the old system of pens, and the pen room increased 300 cars.

The Texas cattle department at the same time received renewed attention and improvements and extensions made looking to the more satisfactory handling of the growing trade in that quarter. The following year the yardage room in the Texas division was again increased and an addition built to the hog house furnishing pen room for 15,000 more hogs.

The sheep interest now having become an important one, new and better quarters were built for the receipts. And to meet the requirements of the trade a double deck sheep house was built, designed much after the hog department, and said to be the most complete and conveniently arranged in the world, capacity 15,000.

The receipts now being amply provided for and better housed, the Exchange Building next received attention, a wing being built to it at a cost of $20,000, greatly increasing the office room, and giving this already large and imposing building a still more finished appearance. Yet the improvements were not at an end. A system of electric lights was established, incandescent in the building and arc in the yards, and an independent system of telephones put up over the yards, and arrangements made by which direct telegraph communication is had with all the roads by which the receipts of live stock are furnished in advance.

A number of new chutes were built and the large pens di-

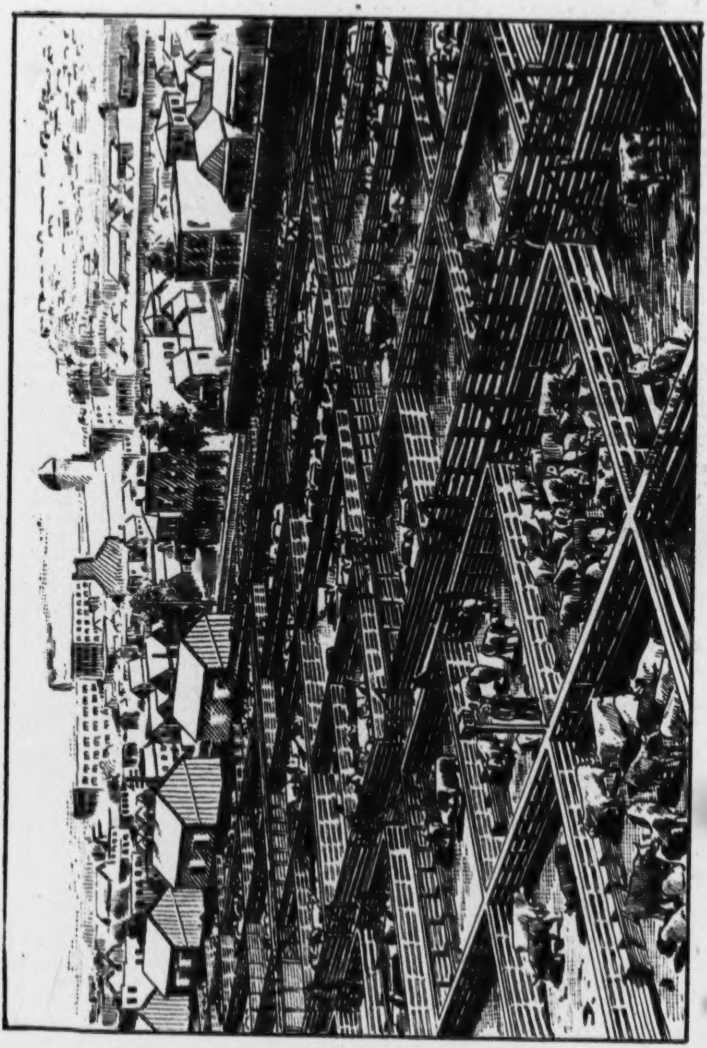


THE EXCHANGE BUILDING IN 1893.

vided, further increasing their capacity. Bell street was paved in front of the yards, its full length, and large and handsome gates erected at the entrance way from Bell street to the Exchange Building and the court paved here with cedar blocks.

Thus the Yards stood in 1891, one of the most extensive and complete in the known world, its Exchange Building numbering 121 offices exclusive of the banks and Yard Company's. Its daily yarding capacity, 20,000 cattle, 35,000 hogs, and 15,000 sheep. With such facilities the trade at the yards was pushed by the commission men more vigorously than ever, and it was but a short time before the office quarters were inconveniently crowded and a further extension of the Exchange Building became necessary. In the spring of 1892 an extension was built to the north wing furnishing seventeen new offices, an extensive bank room and basement, and the mansard roof torn off and the third story of the entire building built square, making the offices there as light and desirable as those lower down. But not satisfied with these improvements, they were hardly finished before a southeast wing 40 x140 feet was commenced and completed by early fall, making the Exchange Building the largest and most imposing pile of the kind in the world.

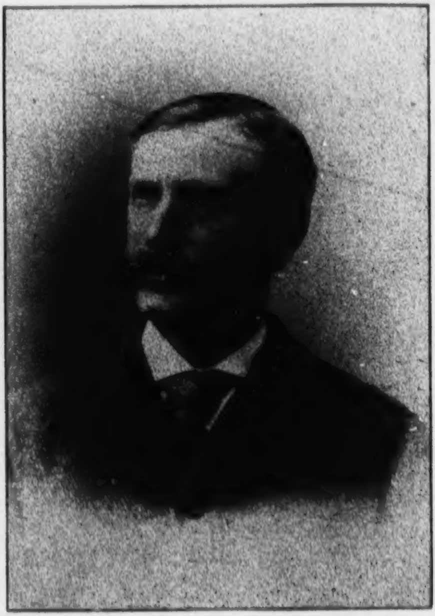
The new wing comprises sixty offices and an assembly room for the Live Stock Exchange and Secretary's office, giving the entire building as it now stands 200 offices and rooms. There are now on the pay roll of the company 300 men. Such is the march of progress of the live stock trade here, and the wonderful development and outcome of a single interest in the New West in less than a quarter of a century.



SECTION OF YARDS IN 1893.

MEN WHO MADE THE YARDS.

Col. Chas. F. Morse, the General Manager of the Stock Yards Company, is known throughout the West for his liberality and enterprise in everything pertaining to the stock interest. The complete and magnificent yards that have been built here and done so much for fostering, encouraging and developing this interest must be considered of his creation; having been extended



COL. C. F. MORSE, GENERAL MANAGER.

and completed in accordance with his broad and liberal views; and it was through him as president more than any one man, that the fat stock shows here were conducted with such success and won such wide reputation as exhibits of fat stock, throughout the breeding world. While modest and retiring in his disposition, he is yet one of the most approachable of men, notwithstanding the monopoly of his time by his manifold duties as General Manager of the Stock Yards Company and President of the Metropolitan Street Railway Company. He was born in Boston in 1839 and raised in that city, and in 1858 graduated from the Lawrence Scientific School of the Harvard University, and until 1861 studied to be an architect. With the breaking out of the war he entered the volunteer service of the Union army as first lieutenant, and for meritorious conduct was steadily promoted until the close of the war when he was mustered out a full colonel. On laying down his arms he turned his attention to agriculture, and from 1865 to 1871 we find him a cotton planter in Georgia. Being tired of rural life, he at the end of 1871 turned his attention to railroading, a field presenting more opportunities than any other to a man of his training. His first appointment was that as purchasing agent of the Burlington & Missouri River railroad in Iowa, which position he held during 1871 and '72. The following year he was made General Superintendent of the Burlington & Missouri River railroad in Nebraska and served in this capacity up to 1874 when he was transferred to the Atchison, Topeka & Santa Fe railroad as General Superintendent, and remained in this position up to 1879, when he was made General Manager of the Stock Yards here, which position he has filled ever since with the utmost satisfaction to the stockholders and the trade.

H. P. Child, Superintendent, is another self-made man and won his present responsible position through unremitting labor and close attention to business. Faithful to every trust he steadily climbed the ladder from its lowest round and holds his office as a reward of merit. He was born in Cincinnati, Ohio, October 7th, 1848, and is a son of Dr. A. L. Child, who is now living a retired life at Platsmouth, Neb. In 1854 he left Cincinnati and located on a farm near Monmouth, Illinois, and remained there until the fall of 1859 when he came to Kansas City with his uncle, J. L. Mitchener. In the spring of 1861 Mr. Mitchener moved to Chicago and young Child followed him and spent his time in the schools there until the spring of 1863, when he apprenticed himself to the printer's trade and worked in the *Journal* office of that

H. P. CHILD, ASS'T GENERAL MANAGER.

city for two years. The work being confining and his health failing he quit his trade at the end of this time and went to the Stock Yards Co. as clerk for the C., B. & Q. division and remained there up to 1869 when he returned to Kansas City and was engaged with J. L. Mitchener in buying and shipping live stock. June 2d, 1871 he was appointed yard-master of the Kansas City

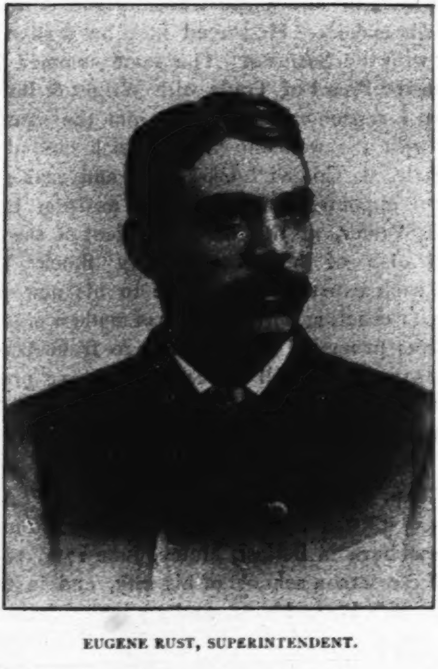
Stock Yards and on the death of Col. L. V. Morse, December 23, 1879, he succeeded to the superintendency, and in the summer of 1892 was made assistant general manager. And the yards as they now stand and their splendid arrangement for the convenient and economical handling of live stock are largely of his creation.

E. E. RICHARDSON, SECRETARY AND TREASURER.

E. E Richardson, Secretary and Treasurer, who has watched so faithfully and skillfully over the finances of the company was born in Buffalo, N. Y., April 29th, 1847, and made his home there until 1869. His father was a well known miller of his native city and young Richardson was much about the mill. He was educated in the common schools of his city and the high school of

Grand Rapids, Michigan. When 17 he accepted the position of book-keeper in Martin Comstocks's wholesale seed and fruit house, at that time the largest in Buffalo. In 1868 he resigned his position with Mr. Comstock and was given the management of the wholesale produce establishment of Wallace Johnson and was part of the time on the road as traveling salesman and buyer. After staying here one year he left Buffalo, and June of 1869 we find him in Milwaukee traveling for Johnson & Tyng, soap and candle makers. He stayed here but a short time, being disappointed with the business. The same summer we find him in Chicago on the Board of Trade with Wright & Boe. But ever on the lookout for promotion, we find him the same fall at the Stock Yards, with the well known live stock commission firm of Gregory, Strader & Co. as book-keeper and cashier. Here he remained until appointed to his present position January 21st, 1874 by J. M. Walker, at that time President of the C, B. & Q. railroad and also of the Kansas City Stock Yards Company. With such experience he came to his new position well equipped for its exacting duties, and has made a most acceptable officer. He was promoted some years ago from Assistant Secretary and Treasurer to the full officership of these postions. He is also a member of the Commercial Club, and has won for himself a prominent position in the business world of Kansas City.

Eugene Rust, Superintendent, is a man both of experience and travel, and is well fitted for second in command to his chief, Mr. Child. He was born in Belfast, Maine, June 17th, 1852, and was educated in the common schools of his city, and in the Wesleyan Seminary at Buck's Post, Maine, and graduated from that institution in the fall of 1869. His father, Wm. M. Rust being an editor, he was raised as a printer's boy, and also served as local editor till the spring of 1870. He then went to California, and first engaged in the live stock business for two months, after which he purchased a printing office at Eureka, Humbolt Bay, and published the *Northern Independent* until the spring of 1873, when he went into the Modoc war, having charge of a herd of cattle containing 4,000 to 5,000 head, and remained until June, 1874. He then returned to his home in Maine and shortly after was appointed a United States Deputy Clerk of Customs, inspector, weigher, gauger and measurer, and also acting United States Shipping Commissioner. In 1878 he came to Kansas City with the intention of going to Texas where he anticipated raising stock. In the spring of 1879 he was given the business management of the Kansas City *Price Current* but gave it up after a few months trial and went west and corresponded with the *Times* and *Price Current*. On his return he engaged with the live stock firm of Irwin, Allen & Co., as their corresponding clerk and remained until March, 1880 when he went to Colorado and became general manager of the Havilah Mining Co. and held this position till the end of that



EUGENE RUST, SUPERINTENDENT.

year when the mine closed business. He returned to Kansas City and was appointed Yard-master of the yards, and in 1887 was made Assistant Superintendent, and in the summer of 1892, on the promotion of Mr. Child to be Assistant General Manager, he became Superintendent, and has filled that trying position most acceptably.

CHAPTER IV.

CATTLE.

THIS being a new and grass country, and grazing rather than feeding commanding most attention, cattle received first consideration of the trade here and may be termed the corner stone upon which our market was built. And well it was so, as in accepting this class of stock in which to center most of the trading, other fields than those immediately around us were thrown open to our dealers. Texas at once became a free contributor to our market, and poured tens of thousands of its grass fed "long horns" into our yards and gave the business that needed support that was required to make the market here a success, while the farming country around us was settling up and being stocked and preparing for that bright future that awaited the trade. It took but a few years to convince the public that here was to be the great cattle market west of Chicago, and being the gateway to the New West, that it was only a question of a few years when Kansas, Colorado, New Mexico, Arizona, Indian Territory and Texas must all seek our market with their surplus cattle. And how faithfully this reading of the future has been carried out is evidenced by the figures below telling of the wonderful development of the cattle growing industry on the plains, and the consequent building here at Kansas City, a cattle mart, such as was never dreamed of in the early days even by the most hopeful and visionary of our traders.

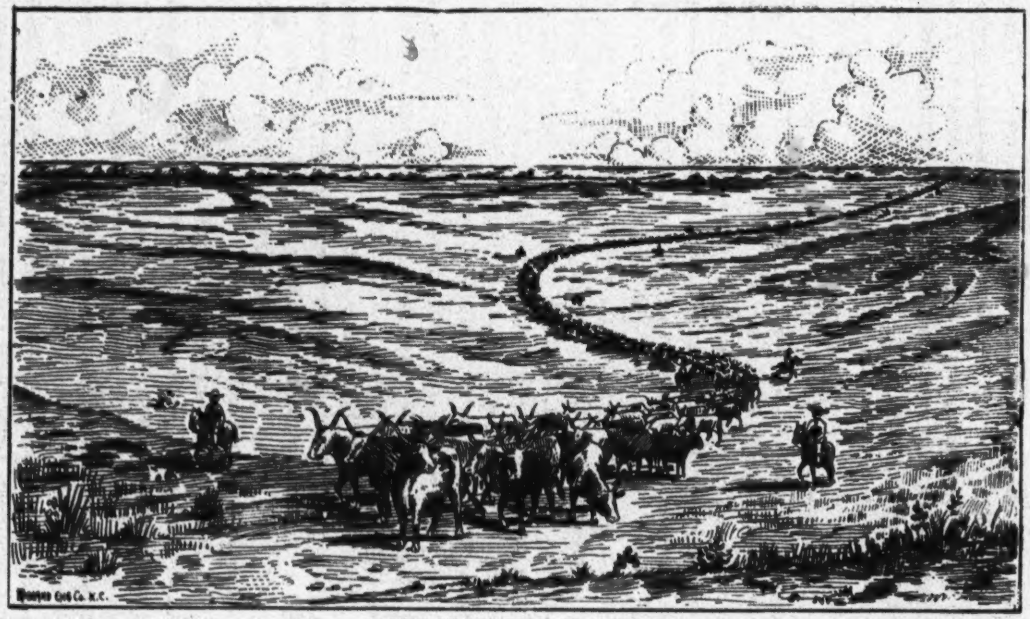
Each decade saw the number of cattle in this vast and glorious country multiplied many fold. Nor was the growth alone in the line of numbers, the ranchman finding time to improve the quality of his beeves while increasing their numbers. Farmers, too, as well as ranchmen, were busy during these years; and while their operations were not on so large a scale as those of his more western brother, they were liberal and had a telling influence upon the cattle industry, until to-day the number of native and corn-fed beeves sold on our market out-number those from the range country.

During the early days of the trade here "natives" were the exception rather than the rule, the ratio then of Texas in the receipts being four to one, and it was not until along in the '80's that "natives" commenced to figure conspicuously in the make-up of the offerings. The decade from 1880 to 1890 was a busy one in the breeding up and improving the beef cattle west of the Missouri River. It was during this period that the native cattle interest made its greatest growth, and it was during those days that so many importations of breeding cattle were made from Scotland and England, and Kentucky and Illinois shipped in so many of their pure-bred Shorthorns and Herefords upon this country, and those wonderful public sales that attracted international notice were made, of which more shall be said hereafter. The result was that in 1890 Kansas and Missouri furnished us 1,097,882 cattle out of a total receipts of 1,472,229, and the range country but 374,347, exclusive of calves.

As surprising as these figures appear, additional emphasis may be give to them by a retrospective view of the trade. Only twenty-five years ago railroads were unknown west of the Missouri, and the cattle trail and its vast herds from Texas were the prime factors in the make up of our cattle market.

In 1866 the Texas cattle drive came as far east as Sedalia, Mo., and numbered 260,000 head. But so destructive was it to the native cattle interest, through Texas fever, that future drives were resisted with armed force in Missouri, and Baxter Springs, 150 miles Southwest, on the borders of Kansas, became the center of the drive. Here it was held but a few years.

In 1871 we find the headquarters of the drive at Wichita, Kans., 170 miles further west and the number of cattle brought up



CATTLE ON THE TRAIL FROM TEXAS.

from the south was 700,000. Two years later, in 1873, Abilene, Ellsworth and Coffeyville, Kansas, were headcenters of the drive, and it numbered 500,000 divided between them. As the railroads pushed West and settlers followed in their wake, this business was steadily moved towards the setting sun; and in a few years Caldwell, Dodge City, and Hunnewell still further west became the objective points of the Texas drover. And to these points the last drives were made, until an act of Congress legislating against Texas fever, passed in 1886, forever closed the Texas cattle trail and stopped the driving of southern cattle to northern markets.

The new western states having now built up vast herds of their own, and the home breeding supplying them with most of the young cattle needed to take the place of beeves marketed, Texas was cut off from this outlet for its surplus, and was forced to rely upon the beef markets for much of its demand. At the same time the western ranches greatly increased their quota of beeves.

To more clearly set forth the wonderful development of this industry west of the Missouri river a carefully prepared table giving the number of cattle returned for taxation in the States and Territories tributary to our market for the past eighteen years is here appended.

States and Territoies.	1873.	1877.	1882.	1887.	1891.
Missouri ...	1 227 700	1 806 400	2 080 765	2 106 712	2 631 950
Kansas......	788 800	798 400	1 542 808	2 223 996	2 679 216
Nebraska...	187 700	280 600	878 806	1 436 848	1 769 883
Iowa	1 422 800	1 624 100	2 080 865	3 850 685	3 958 859
Colorado ...	*........	*........	*.......	1 112 876	1 079 750
New Mexico	*........	*........	*........	1 276 991	1 361 212
Arizona	*........	*........	*........	436 298	741 794
Ind. Territ'y	*........	*........	*...	626 987	*... ....
Texas.......	2 941 800	3 806 600	4 044 484	7 100 220	7 876 271
Territories..	971 700	1 105 800	1 658 604	†	† ... ..
TOTAL, ...	7 440 000	9 010 900	12 885 867	19 740 068	22 096 885

*Included in Territories. No separate reports these years.
†In the separate reports above.

It is upon this foundation, broad and deep, that Kansas City has built its market, and its greatness rests, and assurance of its brilliant future given. For the nine years from 1873 to 1882 the increase in the number of cattle in the States and Territories named was 72 per cent., and from 1882 to 1891, the second nine years, there was a further growth of 72 per cent., or 144 per cent. in the eighteen years. And it was this, with the untiring energy of our commission men and dealers, that made it possible to build up such a cattle trade as evidenced below in a table of movements of cattle at the yards here.

Movements of live stock at Kansas City for twenty years:

Years.	Receipts.		Shipments.		Drive-Outs	
	Cattle.	Calves.	Cattle.	Calves.	Cattle.	Calves.
1871	120 827	....	100 481	....	20 318	....
1872	236 802	....	206 467	....	30 332	....
1873	227 680	....	182 245	....	45 421	....
1874	207 068	....	166 519	....	40 550	....
1875	174 754	....	126 267	....	47 949	....
1876	183 378	....	120 340	....	62 916	....
1877	215 768	....	126 570	....	89 201	....
1878	175 844	....	131 761	....	43 788	....
1879	211 415	....	155 881	....	55 530	....
1880	244 709	....	194 421	....	49 860	....
1881	285 863	....	223 969	....	62 145	....
1882	439 671	....	359 012	....	80 509	....
1883	460 780	....	387 506	....	73 000	....
1884	533 526	....	448 001	....	90 911	....
1885	506 627	....	402 381	....	104 196	....
1886	490 971	....	370 350	....	120 556	....
1887	669 224	....	488 372	....	185 690	....
1888	1 056 086	....	682 622	....	372 925	....
1889	1 220 343	....	744 510	....	474 885	....
1890	1 472 229	76 568	923 552	55 851	549 300	20 863

THE COURSE OF VALUES.

MONTHLY QUOTATIONS.

1871.	Native butcher and shipping Steers, 1100 to 1500 lbs	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—Grass.
January 5	$5 00 to 6 00	$3 50 to 4 75	$2 50 to 4 00	$ ....
February 2	4 75 to 5 65	3 25 to 4 50	2 50 to 3 75	....
March 3	4 75 to 5 75	3 50 to 4 75	2 75 to 4 00	....
April 6	5 00 to 6 15	3 50 to 4 75	2 75 to 4 25	....
May 4	4 50 to 5 50	3 25 to 4 75	2 50 to 4 00	....
June 1	4 75 to 5 75	3 25 to 4 50	2 35 to 3 75	2 25 to 3 25
July 3	3 50 to 4 85	2 75 to 4 25	2 75 to 4 25	1 75 to 2 75
August 1	3 25 to 4 50	2 50 to 4 00	2 50 to 3 50	1 50 to 2 50
September 5	3 25 to 4 50	2 50 to 3 50	2 25 to 3 75	2 00 to 2 60
October 3	3 25 to 4 75	2 25 to 3 25	2 25 to 3 25	1 75 to 2 50
November 1	3 00 to 4 50	2 00 to 3 00	2 25 to 3 00	1 75 to 2 50
December 4	3 50 to 4 50	2 25 to 3 50	2 25 to 3 00	1 75 to 2 25

MONTHLY QUOTATIONS.—*Continued.*

1872.	Native butcher and shipping Steers 1100 to 1500 lbs.	Native Stockers and Feeders 800 to 1200 lbs.	Native Cows fair to prime.	Range Cattle—grass.
January 11	$4 00 to 5 00	$2 50 to 4 00	$2 50 to 3 50	$ ....
February 8	3 85 to 4 85	2 50 to 3 75	2 50 to 3 50	....
March 7	4 50 to 5 00	2 75 to 4 00	2 75 to 3 75	....
April 4	4 50 to 5 75	3 00 to 4 50	2 50 to 3 50	....
May 2	4 50 to 5 75	4 50 to 5 00	3 00 to 4 00	....
June 6	4 50 to 5 75	4 50 to 5 00	3 25 to 4 25	2 50 to 3 75
July 2	4 25 to 5 50	2 75 to 3 75	2 50 to 3 50	2 00 to 2 75
August 1	4 25 to 5 50	3 00 to 4 00	2 50 to 3 50	2 25 to 3 50
September 12	4 50 to 5 50	3 25 to 4 50	2 75 to 3 75	2 25 to 3 25
October 2	4 75 to 5 75	3 25 to 4 25	3 00 to 4 00	2 00 to 2 75
November 12	4 25 to 5 50	3 00 to 4 00	2 50 to 3 50	2 25 to 2 75
December 10	4 50 to 6 00	3 50 to 4 50	3 00 to 4 00	....

1873.	Native butcher and shipping Steers 1100 to 1500 lbs,	Native Stockers and Feeders 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass Steers.
January 7	$3 00 to 4 50	$2 25 to 3 00	$2 25 to 3 00	$ ....
February 4	3 00 to 4 75	2 25 to 3 00	2 25 to 2 75	....
March 7	3 25 to 4 75	2 50 to 3 25	2 35 to 2 80	....
April 3	3 50 to 5 50	3 00 to 4 25	2 35 to 3 25	....
May 5	4 00 to 5 35	3 40 to 4 35	2 50 to 3 40	....
June 3	4 25 to 5 40	3 40 to 4 35	2 75 to 3 75	....
July 1	4 25 to 5 25	3 50 to 4 25	2 75 to 3 50	2 00 to 2 60
August 1	4 25 to 5 25	3 50 to 4 00	2 65 to 3 50	2 00 to 2 60
September 3	4 25 to 5 15	3 25 to 4 00	2 50 to 3 25	1 75 to 2 50
October 2	3 75 to 5 10	3 00 to 3 75	2 25 to 2 75	1 50 to 2 25
November 3	3 50 to 5 00	2 75 to 3 65	2 00 to 2 50	1 10 to 2 85
December 6	3 50 to 4 75	2 75 to 3 75	2 00 to 2 50	1 10 to 2 85

1874.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—Grass.
January 2	$3 75 to 5 00	$2 75 to 4 00	$2 00 to 3 00	$ ....
February 3	4 00 to 5 00	2 75 to 4 00	2 25 to 3 50	....
March 4	4 00 to 5 00	3 00 to 4 00	2 25 to 3 50	....
April 3	4 75 to 5 75	3 50 to 4 50	3 15 to 4 00	....
May 4	4 60 to 5 50	3 50 to 4 75	3 15 to 4 00	....
June 3	4 80 to 5 40	3 75 to 4 75	3 25 to 4 00	....
July 2	3 75 to 5 25	3 25 to 4 00	2 00 to 2 75	2 00 to 2 50
August 4	4 00 to 5 25	3 00 to 3 50	2 00 to 2 75	2 00 to 2 50
September 2	3 50 to 5 00	2 75 to 3 25	1 75 to 2 50	1 50 to 2 50
October 6	3 75 to 5 00	2 50 to 3 25	2 00 to 2 75	1 50 to 2 50
November 4	4 25 to 5 50	2 75 to 3 50	2 50 to 3 50	1 50 to 2 50
December	4 00 to 5 25	2 50 to 3 25	2 50 to 3 25	1 75 to 2 50

MONTHLY QUOTATIONS.—*Continued.*

1875.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs	Native Cows, fair to prime.	Range Cattle—grass.
January 4	$4 25 to 5 50	$3 00 to 3 75	$2 50 to 3 25	$........
February 6	4 25 to 5 25	3 00 to 3 85	2 50 to 3 25	....
March 4	4 00 to 5 50	3 00 to 4 00	2 75 to 3 50	....
April 3	4 25 to 5 75	3 25 to 4 25	3 25 to 4 00	....
May 3	4 75 to 6 00	3 25 to 4 25	3 50 to 4 75	....
June 3	4 50 to 6 00	3 25 to 4 25	3 25 to 4 50	3 00 to 3 75
July 7	4 00 to 5 50	2 75 to 3 75	2 25 to 3 25	2 00 to 2 75
August 3	4 25 to 5 75	2 50 to 3 75	2 25 to 3 25	2 25 to 3 00
September 7	3 75 to 5 50	2 25 to 3 75	2 25 to 3 00	2 00 to 2 75
October 5	3 75 to 5 50	2 50 to 3 75	2 50 to 3 25	2 00 to 3 00
November 3	3 50 to 5 25	2 25 to 3 50	2 25 to 3 00	2 00 to 2 75
December 7	3 50 to 5 25	2 50 to 3 75	2 25 to 3 00	2 00 to 2 75

1876.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass, Texas Steers.	Half-Breeds—grass Steers.
January 6	$3 50 to 5 25	$2 50 to 3 75	$2 25 to 3 00	$........	....
February 3	3 75 to 5 25	3 00 to 4 00	2 85 to 3 50	....	....
March 1	3 75 to 5 00	3 25 to 4 00	2 50 to 3 25	....	....
April 4	3 76 to 5 00	3 25 to 4 00	2 50 to 3 25	....	....
May 3	3 75 to 4 50	3 00 to 4 00	2 50 to 3 25	....	....
June 2	3 75 to 4 65	3 00 to 4 00	2 75 to 3 50	....	....
July 1	3 80 to 4 65	3 25 to 4 00	3 75 to 4 25	2 25 to 3 00	....
August 2	3 50 to 4 40	3 00 to 3 50	2 50 to 3 25	2 50 to 3 00	....
September 4	3 35 to 4 50	2 75 to 3 40	2 25 to 3 00	2 00 to 2 75	....
October 3	3 35 to 4 50	2 75 to 3 40	2 25 to 3 00	2 25 to 3 00	....
November 2	3 35 to 4 50	2 75 to 3 40	2 25 to 3 00	2 25 to 3 00	....
December 5	3 35 to 4 50	2 75 to 3 50	2 00 to 2 80	2 00 to 2 75	....

1877.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass Steers.	Half-breed—grass Steers.
January 11	$3 50 to 4 50	$3 00 to 3 50	$2 50 to 3 25	$........	$........
February 1	3 75 to 4 60	3 15 to 3 85	2 50 to 3 25	....	....
March 8	4 00 to 4 80	3 25 to 3 85	2 70 to 3 50	....	....
April 5	4 20 to 5 20	3 25 to 4 10	2 85 to 4 00	....	....
May 3	4 35 to 5 00	3 50 to 4 35	3 00 to 4 00	....	....
June 7	4 75 to 5 50	3 50 to 4 50	3 00 to 4 00	....	....
July 6	4 50 to 5 50	2 50 to 3 60	2 50 to 3 25	2 25 to 2 75	2 50 to 3 00
August 3	4 25 to 5 25	2 50 to 3 75	2 50 to 3 25	2 25 to 2 75	2 50 to 3 00
September 5	4 00 to 5 00	3 00 to 3 85	2 60 to 3 50	2 50 to 3 25	2 75 to 3 50
October 3	3 75 to 4 75	2 50 to 3 60	2 30 to 3 00	2 25 to 2 75	2 50 to 3 50
November 1	4 00 to 5 00	2 75 to 3 50	2 25 to 3 00	2 25 to 2 85	2 50 to 3 35
December 5	4 00 to 5 25	3 00 to 3 75	2 35 to 3 25	2 30 to 2 85	2 50 to 3 25

MONTHLY QUOTATIONS.—*Continued.*

1878.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.	Range Cattle—Half-Breeds.
Jan. 3	$3 75 to 4 60	$3 00 to 3 60	$2 25 to 3 00	$	$ ....
Feb. 7	3 60 to 4 60	2 75 to 3 50	2 40 to 3 00	....	....
Mar. 7	3 00 to 4 00	2 50 to 3 10	2 25 to 2 90	....	....
Apr. 4	3 75 to 4 65	2 75 to 3 60	2 50 to 3 25	....	....
May 2	3 75 to 4 75	3 25 to 3 75	2 50 to 3 25	....	....
June 6	3 75 to 4 65	3 00 to 3 75	2 50 to 3 25	....	....
July 2	3 70 to 4 50	2 50 to 3 25	2 20 to 2 80	2 00 to 2 75	2 25 to 2 75
Aug. 7	3 75 to 4 50	2 50 to 3 25	2 10 to 2 65	2 00 to 2 85	2 20 to 2 50
Sept. 3	3 35 to 4 35	2 50 to 3 25	2 15 to 2 70	2 15 to 2 60	2 25 to 2 85
Oct. 3	3 25 to 4 25	2 30 to 3 00	2 00 to 2 50	2 00 to 2 50	2 20 to 2 60
Nov. 5	3 35 to 4 00	2 50 to 3 00	2 25 to 3 00	2 15 to 2 70	2 35 to 3 00
Dec. 5	3 40 to 4 00	2 60 to 3 25	2 35 to 3 00	2 25 to 2 75	2 40 to 3 00

1879.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.	Range Cattle—Half-Breeds.
Jan. 3	$3 35 to 4 00	$2 25 to 3 25	$2 25 to 3 00	$	$ ....
Feb. 4	3 50 to 4 50	2 50 to 3 25	2 25 to 3 00	....	....
Mar. 3	3 75 to 4 60	3 00 to 4 00	2 50 to 3 60	....	....
Apr. 3	3 75 to 4 50	3 00 to 4 00	2 50 to 3 75	....	....
May 5	3 75 to 4 75	3 25 to 4 25	2 50 to 3 85	....	....
June 3	3 65 to 4 50	3 00 to 4 00	2 40 to 3 25	2 25 to 2 75	....
July 2	4 00 to 4 60	2 50 to 3 60	2 25 to 3 00	2 25 to 2 80	....
Aug. 5	3 90 to 4 50	2 40 to 3 40	2 25 to 2 75	2 20 to 2 80	....
Sept. 3	3 75 to 4 50	2 40 to 3 40	2 25 to 2 75	2 00 to 3 00	3 00 to 3 25
Oct. 1	3 50 to 4 35	2 25 to 3 25	2 15 to 2 60	2 00 to 2 60	2 75 to 3 00
Nov. 5	3 60 to 4 40	2 35 to 2 85	2 15 to 2 65	2 15 to 2 50	2 60 to 3 00
Dec. 1	3 50 to 4 35	2 25 to 3 25	2 20 to 3 00	2 10 to 2 30	2 55 to 3 00

1880.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.	Half-Breed Steers—grass.
Jan. 8	$3 40 to 4 50	$3 00 to 4 10	$2 25 to 3 25	$	$ ....
Feb. 5	3 60 to 4 65	3 00 to 4 20	2 25 to 3 15	....	....
Mar. 4	3 50 to 4 60	2 90 to 3 85	2 25 to 3 35	....	....
Apr. 8	3 40 to 4 50	3 10 to 3 85	2 40 to 3 35	....	....
May 6	3 25 to 4 25	2 80 to 3 75	2 30 to 3 35	....	....
June 3	3 25 to 4 00	2 75 to 3 65	2 40 to 3 30	2 15 to 2 65	2 30 to 3 15
July 8	3 40 to 4 25	2 65 to 3 50	2 40 to 3 25	2 50 to 3 10	2 35 to 3 15
Aug. 5	3 50 to 4 25	2 65 to 3 50	2 40 to 2 90	2 50 to 3 10	2 50 to 3 25
Sept. 2	3 40 to 4 10	2 60 to 3 35	2 35 to 2 85	2 15 to 2 75	2 55 to 3 30
Oct. 7	3 50 to 4 50	2 60 to 3 50	2 25 to 2 75	2 25 to 2 85	2 40 to 3 25
Nov. 4	3 75 to 4 75	2 85 to 3 50	2 40 to 3 00	2 30 to 2 90	2 50 to 3 20
Dec. 9	3 65 to 5 25	2 80 to 3 60	2 50 to 3 25	2 20 to 2 75	2 60 to 3 20

MONTHLY QUOTATIONS.—*Continued.*

1881.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1500 lbs.	Native Cows, fair to prime.	Range Cattle—grass.	Half-Breed Steers—grass.
Jan. 6	$3 65 to 5 50	$2 80 to 3 85	$2 75 to 3 40	$	$ ......
Feb. 3	3 60 to 5 15	2 80 to 3 85	2 75 to 3 50	......	......
Mar. 3	3 50 to 5 00	2 90 to 3 90	2 60 to 3 60	......	......
Apr. 7	3 85 to 5 40	3 25 to 4 15	2 75 to 3 90	......	......
May 5	4 25 to 5 75	3 40 to 4 35	3 00 to 4 80	......	......
June 2	4 15 to 5 65	3 40 to 4 25	2 75 to 3 85	2 50 to 3 25	2 75 to 3 75
July 7	3 75 to 5 50	2 85 to 3 90	2 50 to 3 50	2 50 to 3 40	2 60 to 3 50
Aug. 4	3 75 to 5 65	2 75 to 3 90	2 40 to 3 35	2 40 to 3 10	2 50 to 3 50
Sept. 8	3 85 to 5 75	2 65 to 3 75	2 25 to 3 60	2 40 to 3 25	2 75 to 3 65
Oct. 6	3 75 to 6 00	2 75 to 3 65	2 35 to 3 50	2 40 to 3 50	2 50 to 3 60
Nov. 3	3 85 to 6 15	2 85 to 3 85	2 35 to 3 60	2 40 to 3 50	2 75 to 3 75
Dec. 8	3 75 to 6 50	2 75 to 3 85	2 25 to 3 50	2 40 to 3 40	2 65 to 3 65

1882.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—Grass.	Half-Breeds.
Jan. 5	$3 85 to 6 25	$2 75 to 3 85	$2 35 to 3 75	$	$ ......
Feb. 2	4 25 to 6 15	3 15 to 4 60	2 60 to 4 00	......	......
Mar. 2	4 50 to 5 85	3 15 to 4 50	2 60 to 4 00	......	......
Apr. 6	5 65 to 7 00	3 50 to 5 00	3 50 to 4 85	......	......
May 4	5 65 to 7 25	3 85 to 5 75	3 75 to 5 50	......	......
June 8	5 75 to 8 00	3 85 to 5 50	3 50 to 5 00	3 50 to 4 50	3 65 to 4 75
July 6	5 00 to 7 40	3 25 to 4 50	2 75 to 3 80	3 35 to 4 35	3 50 to 4 60
Aug. 3	4 85 to 7 35	3 10 to 4 60	2 60 to 3 60	3 00 to 3 85	3 25 to 4 15
Sept. 7	4 40 to 6 50	2 85 to 4 25	2 35 to 3 75	3 00 to 3 75	3 25 to 4 00
Oct. 5	4 15 to 6 40	2 75 to 4 25	2 25 to 3 25	2 85 to 3 65	3 00 to 4 00
Nov. 1	3 75 to 5 50	2 65 to 4 35	2 25 to 3 40	2 75 to 3 75	2 85 to 4 00
Dec. 7	3 75 to 5 25	2 75 to 4 40	2 35 to 3 75	2 75 to 3 85	2 85 to 4 10
" 28	3 50 to 5 35	2 75 to 4 25	2 50 to 3 85	2 80 to 3 85	3 00 to 4 15

1883.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 3	$4 50 to 5 25	$3 50 to 4 25	$3 25 to 4 00	$ ......
February 6	4 50 to 5 25	3 75 to 4 50	3 25 to 4 00	......
March 6	4 75 to 5 65	4 00 to 4 85	3 40 to 4 10	......
April 4	5 25 to 6 25	4 75 to 5 40	3 50 to 4 60	......
May 4	5 10 to 6 60	4 65 to 5 35	3 50 to 4 50	......
June 6	5 00 to 5 80	4 40 to 5 20	3 50 to 4 50	3 00 to 3 85
July 3	4 75 to 5 40	3 25 to 4 50	3 25 to 3 85	2 75 to 3 75
August 1	4 80 to 5 55	3 45 to 4 75	3 35 to 4 00	3 00 to 3 70
September 5	4 60 to 5 35	3 25 to 4 35	3 00 to 3 50	2 85 to 3 60
October 3	4 65 to 5 65	3 50 to 4 30	3 00 to 3 50	3 25 to 3 80
November 7	4 50 to 5 50	3 50 to 4 40	2 75 to 3 35	2 25 to 3 50
December 5	4 65 to 5 75	3 75 to 4 65	3 25 to 4 00	2 50 to 3 75

MONTHLY QUOTATIONS.—*Continued.*

1884.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass—Texas Steers.	Range Cattle—Half-Breeds—grass Steers.
Jan. 2	$4 80 to 6 10	$3 25 to 4 65	$2 50 to 4 00	$...............	$....... ......
Feb. 6	4 85 to 6 50	3 50 to 4 75	2 75 to 4 25	....	....
Mar. 5	5 10 to 6 60	3 85 to 5 25	3 00 to 4 60	....	....
Apr. 2	5 25 to 6 25	3 65 to 4 85	3 00 to 4 65	....	....
May 7	5 15 to 6 15	3 75 to 5 00	3 25 to 4 75	....	....
June 4	5 60 to 6 60	4 25 to 5 50	3 85 to 5 25	2 85 to 4 00	3 50 to 5 50
July 2	5 25 to 6 25	3 75 to 4 85	3 00 to 4 50	2 85 to 4 00	3 25 to 5 25
Aug. 6	5 00 to 6 85	3 85 to 4 85	2 50 to 3 60	2 65 to 3 65	3 25 to 5 25
Sept. 3	4 75 to 6 25	3 85 to 4 50	2 40 to 3 50	2 75 to 3 85	3 25 to 5 00
Oct. 1	4 50 to 6 15	3 00 to 4 35	2 50 to 3 50	2 65 to 3 75	3 00 to 4 25
Nov. 5	4 85 to 6 10	3 00 to 4 50	2 40 to 3 50	2 65 to 3 60	3 00 to 4 25
Dec. 3	4 25 to 5 75	3 00 to 4 25	2 50 to 3 60	2 75 to 3 65	3 10 to 4 25
" 31	4 25 to 5 85	3 15 to 4 25	2 75 to 3 85	2 60 to 3 60	3 00 to 4 00

1885.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass, Texas.	Range Cattle—grass—Half-Breeds.
Jan. 7	$4 35 to 5 55	$3 00 to 4 25	$2 05 to 3 85	$	$...............
Feb. 4........	4 25 to 5 50	2 85 to 4 25	2 75 to 3 75	....	....
Mar. 4	4 25 to 5 50	3 25 to 4 50	2 75 to 3 75	....	....
Apr. 8	4 35 to 5 35	3 35 to 4 60	2 60 to 3 75	....	....
May 6	4 50 to 5 15	3 35 to 4 60	2 85 to 4 00	....	....
June 3	4 60 to 5 25	3 60 to 4 60	2 85 to 4 00	2 50 to 3 65	3 25 to 4 25
July 8........	5 10 to 5 60	3 50 to 4 75	2 65 to 3 75	2 50 to 3 50	3 40 to 4 60
Aug. 5	4 45 to 5 25	3 25 to 4 25	2 35 to 3 60	2 25 to 3 00	3 25 to 4 25
Sept. 2	4 20 to 5 35	2 75 to 4 15	2 25 to 3 25	2 25 to 3 00	2 75 to 4 00
Oct. 7	4 75 to 5 25	3 00 to 4 15	2 35 to 3 35	2 25 to 3 25	2 50 to 4 00
Nov. 4	4 00 to 5 10	2 75 to 4 15	2 00 to 3 00	2 20 to 3 15	2 40 to 3 85
Dec. 2	4 25 to 5 25	2 80 to 4 20	2 40 to 3 50	2 25 to 3 25	2 60 to 4 00
" 30	3 85 to 5 25	2 60 to 4 25	2 25 to 3 25	2 25 to 3 25	2 50 to 3 75

1886.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass, Texas and Half-breeds.	Range Cattle—Half-Breeds—grass.
Jan. 6........	$3 80 to 5 15	$2 60 to 4 25	$2 50 to 3 50	$	$ ....
Feb. 3	3 75 to 5 00	2 60 to 4 15	2 50 to 3 50	....	....
Mar. 3	3 90 to 5 15	2 75 to 4 00	2 60 to 3 60	....	....
Apr. 7	4 00 to 5 25	3 25 to 4 25	2 75 to 3 75	....	....
May 5........	4 40 to 5 35	3 25 to 4 50	3 35 to 4 00	....	....
June 9	4 35 to 5 20	3 00 to 4 25	3 10 to 3 75	2 50 to 3 75	2 65 to 4 15
July 7........	4 15 to 5 00	2 65 to 3 85	2 65 to 3 40	2 25 to 3 50	2 75 to 4 35
Aug. 4	3.40 to 4 50	2 25 to 3 60	2 25 to 2 75	2 00 to 3 10	2 25 to 4 00
Sept. 8	3 50 to 4 65	2 25 to 3 60	2 25 to 2 85	2 15 to 3 00	2 40 to 4 00
Oct: 6........	3 75 to 4 75	2 50 to 3 60	2 00 to 2 75	2 25 to 3 00	2 50 to 3 75
Nov. 3	3 65 to 4 75	2 40 to 3 60	2 00 to 2 75	2 00 to 3 00	2 50 to 3 50
Dec. 1	3 60 to 4 60	2 50 to 3 60	2 40 to 3 25	2 00 to 3 10	2 65 to 3 75
" 29	3 75 to 4 75	2 50 to 3 75	2 30 to 3 25	2 25 to 3 25	2 75 to 3 75

MONTHLY QUOTATIONS.—*Continued.*

1887.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 12	$3 90 to 4 50	$2 50 to 3 50	$2 50 to 3 25	$
February 9	3 80 to 4 35	3 00 to 4 00	2 60 to 3 25	
March 9	3 85 to 4 50	3 25 to 3 85	2 85 to 3 50	
April 6	4 25 to 4 75	3 50 to 4 50	3 00 to 3 85	
May 4	4 25 to 4 75	3 50 to 4 25	3 00 to 3 65	
June 8	3 75 to 4 25	3 25 to 4 00	2 80 to 3 50	3 50 to 3 90
July 6	3 35 to 3 90	2 50 to 3 50	2 25 to 2 85	2 00 to 2 65
August 3	3 35 to 4 00	2 25 to 3 00	2 10 to 2 35	1 75 to 3 00
September 7	3 50 to 4 35	2 35 to 3 15	2 00 to 2 25	2 00 to 3 00
October 5	3 50 to 4 70	2 25 to 3 25	2 00 to 2 30	2 00 to 2 80
November 22	3 25 to 4 25	2 25 to 3 15	1 75 to 2 15	1 75 to 2 70
December 27	3 35 to 4 35	2 35 to 3 10	2 00 to 2 50	1 50 to 2 50

1888.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 4	$3 50 to 4 25	$2 50 to 3 50	$2 00 to 2 50	$
February 8	3 75 to 4 80	2 80 to 3 75	2 50 to 3 25	
March 7	4 00 to 5 10	3 10 to 3 85	2 75 to 3 50	
April 4	3 85 to 4 80	3 40 to 4 00	2 60 to 3 40	
May 2	3 80 to 4 60	3 25 to 3 85	2 75 to 3 50	
June 6	4 00 to 4 85	3 00 to 3 75	2 50 to 3 00	1 70 to 2 70
July 4	3 90 to 4 75	2 75 to 3 90	2 25 to 3 25	2 10 to 3 10
August 8	4 00 to 5 00	2 80 to 3 75	2 25 to 3 10	2 15 to 3 50
September 5	4 00 to 5 10	2 50 to 3 65	2 25 to 2 90	2 20 to 3 40
October 3	3 90 to 5 00	2 50 to 3 50	2 15 to 2 50	2 00 to 3 05
November 7	3 80 to 4 65	2 35 to 3 25	2 00 to 2 50	1 75 to 2 40
December 5	3 60 to 4 50	2 50 to 3 50	2 00 to 2 75	1 75 to 2 40

1889.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 4	$3 85 to 4 25	$2 60 to 3 25	$2 00 to 3 00	$
February 2	3 10 to 4 00	2 40 to 2 90	1 75 to 2 60	
March 2	3 15 to 3 60	2 90 to 3 15	2 10 to 2 65	
April 4	3 20 to 4 00	2 80 to 3 40	2 10 to 2 65	
May 3	3 40 to 4 00	2 85 to 3 25	2 25 to 3 25	
June 5	3 60 to 4 25	2 80 to 3 25	2 00 to 2 90	1 75 to 3 45
July 5	3 60 to 4 00	2 60 to 3 25	1 75 to 2 50	1 75 to 3 50
August 6	3 20 to 4 25	2 65 to 3 25	1 75 to 2 15	1 65 to 3 00
September 6	3 25 to 4 10	2 35 to 2 85	1 75 to 2 10	1 65 to 3 00
October 4	3 25 to 4 30	2 10 to 2 75	1 75 to 2 20	1 60 to 2 90
November 5	3 50 to 4 25	2 25 to 2 90	1 60 to 2 30	1 40 to 2 00
December 6	3 25 to 4 00	2 50 to 3 00	1 75 to 2 35	1 35 to 2 75
" 27	3 30 to 4 00	2 30 to 2 85	2 00 to 2 40	

MONTHLY QUOTATIONS.—*Continued.*

1890.	Native butcher and shipping Steers, 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 2	$3 25 to 4 15	$2 15 to 3 00	$2 10 to 2 50	$ ....
February 4	3 35 to 4 50	2 50 to 3 35	2 20 to 2 60	....
March 4	3 50 to 4 55	2 65 to 3 50	2 25 to 2 85	....
April 1	3 75 to 4 70	2 90 to 3 80	2 50 to 3 25	....
May 6	4 00 to 4 80	3 50 to 4 00	2 75 to 3 50	....
June 3	4 00 to 4 75	3 25 to 3 75	2 50 to 3 25	....
July 1	3 75 to 4 25	3 25 to 3 75	2 40 to 3 00	2 00 to 2 75
August 5	3 75 to 4 50	2 50 to 3 25	1 85 to 2 35	1 75 to 2 60
September 2	3 70 to 4 60	2 25 to 3 00	2 00 to 2 85	1 85 to 2 65
October 1	3 50 to 4 60	2 25 to 2 75	2 00 to 2 50	1 80 to 2 80
November 4	3 45 to 4 50	2 30 to 2 85	2 00 to 2 40	1 40 to 2 65
December 2	3 50 to 4 50	2 80 to 3 00	2 10 to 2 65	1 75 to 2 75

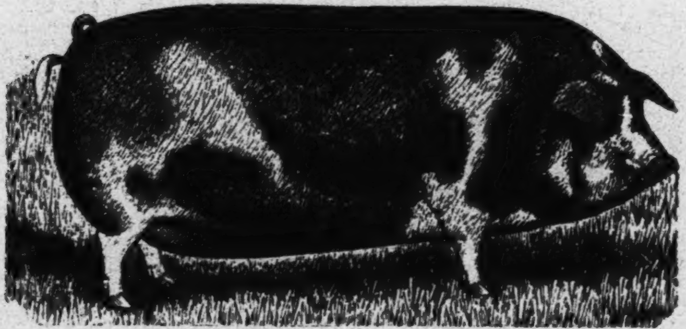
1891.	Native butcher and shipping Steers. 1100 to 1500 lbs.	Native Stockers and Feeders, 800 to 1200 lbs.	Native Cows, fair to prime.	Range Cattle—grass.
January 7	$3 75 to 4 80	$2 75 to 3 65	$2 25 to 2 75	$ ....
February 4	3 80 to 4 80	3 00 to 3 80	2 40 to 3 10	....
March 4	4 00 to 5 00	3 00 to 3 85	2 40 to 3 25	....
April 7	4 50 to 5 25	3 25 to 4 15	2 75 to 4 10	....
May 5	4 80 to 5 60	3 25 to 4 65	2 90 to 4 10	....
June 2	4 85 to 5 80	3 25 to 4 25	3 00 to 4 00	1 75 to 3 15
July 7	4 25 to 5 40	3 00 to 4 10	2 20 to 3 25	1 60 to 3 05
August 4	4 00 to 5 15	2 80 to 4 00	2 00 to 2 65	1 60 to 3 00
September 1	4 00 to 5 10	2 75 to 3 50	2 00 to 2 50	1 55 to 2 70
October 6	3 25 to 4 60	2 50 to 3 20	2 00 to 2 40	1 50 to 2 50
November 23	3 15 to 4 40	2 25 to 3 10	1 90 to 2 85	1 50 to 2 75
December 28	3 85 to 5 10	2 50 to 3 30	2 10 to 2 50	1 60 to 2 90

1892.	Native butcher and shipping Steers, 1100 to 1500 lbs	Native Stockers and Feeders, 800 to 1200 lbs.	Native cows, fair to prime	Range cattle—grass
January 5	$3 50 to 4 65	$3 00 to 3 40	$2 25 to 3 25	$ ....
February 9	3 50 to 4 50	3 25 to 3 75	2 20 to 3 00	....
March 8	3 50 to 4 60	3 25 to 3 65	2 15 to 3 00	....
April 5	3 50 to 4 30	3 25 to 3 60	2 25 to 3 00	....
May 3	3 50 to 4 50	3 00 to 3 75	2 25 to 3 25	....
June 7	3 40 to 4 25	2 50 to 3 25	2 25 to 3 00	2 15 to 3 40
July 5	3 75 to 4 85	2 50 to 3 45	2 10 to 3 00	1 80 to 3 45
August 9	3 40 to 4 50	2 35 to 3 85	1 75 to 2 30	1 40 to 2 65
September 6	3 30 to 4 50	2 35 to 3 40	1 70 to 2 25	1 40 to 2 75
October 5	2 25 to 4 50	2 00 to 3 10	1 60 to 2 30	1 50 to 2 25
November 4	3 25 to 4 50	2 40 to 3 25	2 15 to 2 60	1 60 to 3 00
December 6	3 50 to 5 00	2 65 to 3 30	2 15 to 3 00	1 50 to 2 60

CHAPTER V.

HOGS.

IN THIS branch of the trade, if anything, the growth and progress has been even more marvelous than in cattle. As the country to the west and northwest of us became thickly settled and better cultivated, the fine corn qualities of the soil became soon manifest and attention was at once turned to its cultivation. And as this crop increased, hogs multiplied; the one following the other as sure as night follows day. With plenty of grass and corn, and the natural prolificness of the hog, the number tributary to our market was doubled, tripled, and quadrupled



A PURE BRED POLAND CHINA.

and it was soon apparent that round about us must some day become the great hog section of the west.

Packing houses were early drawn to Kansas City by this promise of an abundant supply of raw material and the admirable railroad facilities here for receiving the hogs from the farm and the distributing of the manufactured product. Their coming at once furnished a ready market for all receipts and at satisfactory prices, and a new stimulous was given to the hog industry throughout the New West, and the entire territory tributary to Kansas City. It now only required time to make us what we now are—the second hog market and packing point in America. And as ours is the greatest hog country in the world it makes Kansas City the second packing and provision center in the universe.

A PURE BRED BERKSHIRE.

The hog was thus at once made the coming crop on the farm, and every farmer in the New West turned his attention to the porker, and set to work with that will so characteristic of the western man—to supply this constant and ever growing demand for the hog. And how well they succeeded is told in a crop table below, showing a growth and development of the hog industry unparalled in this or any other country. As surprising as these figures may appear, they rather under than over estimate the hog interest, as they are taken from assessor's returns, and who would think of paying taxes on more hogs than they have?

States and Territories.	1873	1877	1882	1887	1891
Missouri....	2 693 700	2 560 000	4 007 811	3 798 799	4 586 400
Kansas.....	484 000	359 800	1 787 969	2 377 561	3 144 324
Nebraska...	128 500	170 500	1 816 227	2 334 525	2 309 779
Iowa........	3 698 500	3 263 200	5 551 571	4 148 811	5 921 100
Colorado ...	....	....	....	23 419	23 606
New Mexico	....	....	....	19 941	23 852
Arizona	....	....	....	....	20 140
Ind. Terr'y.	....	....	....	841 500	1 051 875
Texas.......	1 147 400	1 144 500	1 896 300	2 279 082	2 821 246
Territories ..	102 900	116 500	185 627	....	....
TOTAL......	8 250 100	7 614 500	14 835 500	15 823 638	19 403 322
Per Cent. of Increase.	....	....	79	....	30

From 1873 to 1882, a period of nine years, there was an increase of 6,585,400 hogs in the States of Missouri, Kansas, Nebraska, Iowa, Texas and the Territories, a gain of 79 per cent. And for the next nine years up to 1891, with the state of Colorado added there was an increase of 4,567,817, a gain of 30 per cent. At the same rate of increase as for the past nine years, instead of there being 19,403,322 hogs in the States and Territories named above as now, the supply will be 25,224,318 by nineteen hundred. And there are many who think with the constant cutting up of farms, the improved methods of handling and feeding hogs, which is keeping them more healthy, enabling raisers to make them cheaper than heretofore, the gain should be even greater.

A further enlargement of the hog business and packing interest of Kansas City is, therefore, assured. With these facts before us and the constant and growing demand for packing house products, both from the domestic trade, by reason of increased population and the many advantages possessed by our city for handling the hog to the greatest advantage, the hog killing here should reach 3,000,000 per annum by the end of the present decade, instead of 2,000,000 as now. In the place of two small and poorly equipped packing houses as we had here in 1872, there are now in full operation no less than seven houses fitted up with the latest and most improved machinery and appliances, and a number of them among the largest in the country. One house alone furnishing employment to over 5000 hands per day, and the entire interest working over 8550. And hogs are slaughtered at the rate of one a minute, and everything saved to the manufacturer save his squeal. And this great industry has been brought into life and developed to its present wonderful proportions within less than a quarter of a century.

The multiplying of numbers, while most interesting to the Stock Yards people, is not the only side of the trade to be studied. The quality of the hogs now coming in contrasted with previous years show that breeders as well as traders were active during these years, and that the progress in hog breeding has been as marked as in their handling and manufacture into meats.

Such hogs as now comprise our daily receipts were only seen twenty years ago in the show ring. Every drove is now made up of high-grades or pure-breeds and showing a smoothness of limb and body that was foreign to the hog of our forefathers and suggests a loss in killing of only fifteen per cent. instead of 20 per cent. as in the earlier days of the trade.

The black breeds, Berkshires and Poland Chinas, make up the bulk of the marketable hogs of this section, though now and then some very choice whites are seen. Types of the hog as now daily seen upon our market, are given above.

As a further emphasis of this wonderful trade building the movement of hogs at this point for the past twenty years are given:

Years.	Receipts.	Shipments.	Drive-Outs.
1871	41 086	1 397	38 705
1872	104 639	8 503	95 806
1873	221 815	33 610	186 964
1874	212 582	114 569	98 145
1875	63 350	15 790	47 806
1876	153 777	26 264	126 916
1877	192 645	15 973	171 281
1878	427 777	91 671	334 684
1879	588 908	208 851	380 943
1880	676 477	152 920	523 928
1881	1 014 304	195 524	819 923
1882	963 036	191 325	770 581
1883	1 379 401	313 379	1 065 126
1884	1 723 586	590 133	1 134 154
1885	2 358 718	801 162	1 557 865
1886	2 264 484	538 005	1 726 818
1887	2 423 262	524 492	1 899 054
1888	2 008 984	418 987	1 595 818
1889	2 073 910	331 484	1 741 880
1890	2 865 171	558 227	2 305 127

The yield of a hog in killing, as now handled by packers:

PER CENT. OF PRODUCT AND GROSS.

Rib Sides	35
Lard	15
Hams	12
Shoulders	10
Gross	28
Total	100

THE COURSE OF VALUES.

MONTHLY QUOTATIONS.

1871.	Ex. Range.	Bulk of Sales.	1872.	Ex. Range.	Bulk of Sales.
January 5	$6 00 to 6 50	$6 25 to 6 40	January 14	$3 60 to 3 95	$3 85 to 3 95
February 2	6 55 to 6 65	6 50 to 6 65	February 8	3 75 to 4 10	4 00 to 4 10
March 4	6 00 to 7 25	6 90 to 7 15	March 7	3 75 to 4 05	3 90 to 4 00
April 6	5 75 to 6 75	6 25 to 6 50	April 4	3 85 to 4 00	3 90 to 4 00
May 4	4 25 to 4 75	4 50 to 4 70	May 2	3 50 to 3 75	3 65 to 3 75
June 1	3 00 to 3 65	3 50 to 3 65	June 6	3 25 to 3 65	3 50 to 3 60
July 3	3 25 to 3 75	3 40 to 3 65	July 1	3 00 to 3 50	3 40 to 3 50
August 1	3 85 to 4 35	4 00 to 4 20	August 2	4 00 to 4 40	4 30 to 4 35
September 5	3 35 to 3 85	3 60 to 3 75	Sept'mb'r 12	4 25 to 4 65	4 50 to 4 60
October 3	3 35 to 3 85	3 60 to 3 75	October 2	4 25 to 4 40	4 30 to 4 40
November 1	3 35 to 3 85	3 60 to 3 75	November 1	3 60 to 3 85	3 65 to 3 75
December 1	3 30 to 3 70	3 50 to 3 65	December 4	3 25 to 3 50	3 40 to 3 50

1873.	Ex. Range.	Bulk of Sales.	1874.	Ex. Range.	Bulk of Sales.
January 3	$3 30 to 3 40	$3 30 to 3 40	January 2	$4 75 to 4 90	$4 75 to 4 85
February 4	3 65 to 3 80	3 75 to 3 80	February 3	4 70 to 5 25	4 80 to 4 90
March 7	4 10 to 4 25	4 10 to 4 15	March 4	4 35 to 5 00	4 50 to 4 75
April 3	4 50 to 4 75	4 60 to 4 75	April 4	4 30 to 5 00	4 60 to 4 85
May 5	4 35 to 4 50	4 40 to 4 50	May 4	4 25 to 5 00	4 50 to 4 75
June 4	3 90 to 4 10	4 00 to 4 10	June 3	4 35 to 4 85	4 50 to 4 75
July 1	3 50 to 3 75	3 65 to 3 75	July 4	4 00 to 5 00	4 60 to 4 85
August 1	3 95 to 4 15	4 00 to 4 10	August 5	5 00 to 6 00	5 50 to 5 75
September 3	3 65 to 3 80	3 70 to 3 80	September 2	5 00 to 6 00	5 25 to 5 50
October 4	3 10 to 3 50	3 20 to 3 40	October 6	4 75 to 5 75	5 00 to 5 30
November 3	3 20 to 3 35	3 25 to 3 35	November 5	4 50 to 5 25	4 75 to 5 10
December 6	3 95 to 4 10	4 00 to 4 10	December 3	5 00 to 7 10	6 50 to 6 75

MONTHLY QUOTATIONS.—*Continued.*

1875.	Ex. Range.	Bulk of Sales.
January 4 ...	$6 00 to 7 00	$6 50 to 6 75
February 6	5 55 to 6 50	6 00 to 6 25
March 4	5 50 to 6 25	5 75 to 6 00
April 3	5 75 to 7 00	6 35 to 6 75
May 3	6 00 to 7 25	6 75 to 7 00
June 3	6 00 to 7 00	6 50 to 6 75
July 7	5 50 to 6 50	6 00 to 6 25
August 3 ...	5 50 to 6 50	6 00 to 6 25
September 7	6 25 to 7 50	6 75 to 7 00
October 5 ...	6 50 to 7 50	7 00 to 7 30
November 3	6 50 to 7 00	6 50 to 6 75
December 7	6 40 to 6 75	6 40 to 6 60

1876.	Ex. Range.	Bulk of Sales.
January 6 ...	$6 00 to 6 65	$6 50 to 6 60
February 3	6 50 to 7 05	6 85 to 7 00
March 1	6 75 to 7 25	7 10 to 7 20
April 4	7 00 to 7 60	7 40 to 7 55
May 3	5 50 to 6 25	6 00 to 6 15
June 2	4 75 to 5 15	4 90 to 5 10
July 1	5 00 to 5 50	5 40 to 5 50
August 2	5 40 to 6 00	5 50 to 5 75
September 4	5 15 to 5 50	5 20 to 5 35
October 3 ...	5 15 to 5 55	5 25 to 5 45
November 2	4 80 to 5 40	5 00 to 5 25
December 5	5 00 to 5 60	5 40 to 5 55

1877.	Ex. Range.	Bulk of Sales.
January 11...	$5 90 to 6 25	$6 00 to 6 15
February 1	5 40 to 5 75	5 50 to 5 60
March 8	4 70 to 5 05	4 75 to 4 85
April 5	4 25 to 4 60	4 50 to 4 60
May 3	4 65 to 4 85	4 70 to 4 80
June 7	3 80 to 4 05	3 90 to 4 00
July 6	3 90 to 4 10	4 00 to 4 10
August 8....	4 40 to 4 60	4 50 to 4 60
September 5	4 45 to 4 65	4 50 to 4 60
October 3 ...	4 60 to 4 80	4 75 to 4 80
November 1	4 25 to 4 40	4 25 to 4 30
December 5	3 85 to 4 10	3 90 to 4 00

1878.	Ex. Range.	Bulk of Sales.
January 3 ...	$3 60 to 3 80	$3 70 to 3 80
February 7	3 30 to 3 45	3 35 to 3 45
March 7	2 60 to 2 85	2 70 to 2 80
April 4	2 80 to 3 00	2 85 to 2 95
May 2	2 75 to 2 95	2 80 to 2 90
June 6	2 35 to 2 75	2 50 to 2 65
July 2	3 25 to 3 55	3 35 to 3 50
August 4.....	3 95 to 4 25	3,95 to 4 10
September 3	3 50 to 4 00	3 75 to 3 90
October 3 ...	2 90 to 3 20	3 00 to 3 20
November 5	2 40 to 2 60	2 40 to 2 50
December 4	2 15 to 2 45	2 35 to 2 40

1879.	Ex. Range.	Bulk of Sales.
January 3 ...	$2 15 to 2 50	$2 20 to 2 35
February 4	3 15 to 3 50	3 25 to 3 45
March 3......	3 30 to 3 70	3 50 to 3 60
April 3.......	3 25 to 3 60	3 30 to 3 45
May 5........	2 60 to 3 30	3 00 to 3 10
June 3	3 00 to 3 25	3 10 to 3 20
July 2	3 45 to 3 80	3 50 to 3 65
August 5 ...	3 20 to 3 60	3 25 to 3 45
September 4	3 05 to 3 25	3 10 to 3 15
October 1 ...	3 10 to 3 25	3 10 to 3 20
November 5	3 00 to 3 25	3 15 to 3 25
Decemb'r 10	4 05 to 4 60	4 25 to 4 35

1880.	Ex. Range.	Bulk of Sales.
Jan. 3.........	$3 85 to 4 25	$5 15 to 4 25
Feb. 4	3 75 to 4 20	4 10 to 4 20
Mar. 5	3 70 to 4 05	3 90 to 4 00
Apr. 3.........	3 75 to 4 05	3 90 to 4 00
May 4........	3 70 to 3 95	3 75 to 3 85
June 3........	3 55 to 3 95	3 85 to 3 90
July 5........	3 85 to 3 95	3 90 to 3 95
Aug. 4	4 25 to 4 50	4 30 to 4 35
Sept. 3	4 80 to 5 10	4 85 to 4 95
Oct. 4	4 40 to 4 55	4 50 to 4 55
Nov. 3	4 10 to 4 35	4 15 to 4 20
Dec. 4	4 30 to 4 45	4 30 to 4 40

MONTHLY QUOTATIONS.—*Continued.*

1881.	Ex. Range.	Bulk of Sales.
January 4	$4 25 to 4 50	$4 30 to 4 40
February 3	4 85 to 5 30	4 95 to 5 00
March 5	5 00 to 5 30	5 00 to 5 10
April 3	5 00 to 5 30	5 10 to 5 15
May 4	5 50 to 5 55	5 50 to 5 55
June 3	5 15 to 5 45	5 25 to 5 35
July 5	5 40 to 5 90	5 75 to 5 85
August 4	6 00 to 6 50	6 15 to 6 25
September 3	5 50 to 6 35	6 00 to 6 10
October 4	5 50 to 6 70	6 15 to 6 25
November 3	5 00 to 6 00	5 50 to 5 70
December 5	5 10 to 6 15	5 50 to 5 70

1882.	Ex. Range.	Bulk of Sales.
January 4	$5 30 to 6 20	$5 70 to 5 85
February 3	6 00 to 6 90	6 30 to 6 60
March 5	5 50 to 6 30	5 70 to 5 75
April 5	5 90 to 7 00	6 40 to 6 60
May 3	6 25 to 7 40	6 85 to 7 05
June 4	6 30 to 8 20	7 60 to 7 80
July 5	6 90 to 8 25	7 85 to 8 00
August 3	6 65 to 8 00	7 60 to 7 75
September 6	7 10 to 8 70	8 15 to 8 50
October 4	6 90 to 8 25	7 75 to 7 90
November 3	6 00 to 7 00	6 50 to 6 75
December 4	5 30 to 6 20	5 85 to 6 00

1883.	Ex. Range.	Bulk of Sales.
January 3	$5 65 to 6 20	$5 80 to 6 00
February 6	6 05 to 6 95	6 35 to 6 60
March 6	6 25 to 7 30	6 85 to 7 15
April 4	7 10 to 7 30	7 15 to 7 30
May 4	6 90 to 7 30	7 10 to 7 20
June 6	6 35 to 6 65	6 45 to 6 55
July 3	5 40 to 5 80	5 50 to 5 70
August 1	5 15 to 5 40	5 20 to 5 30
September 5	4 60 to 4 90	4 65 to 4 80
October 3	4 50 to 4 65	4 50 to 4 60
November 7	4 35 to 4 70	4 45 to 4 55
December 5	4 60 to 4 95	4 75 to 4 90

1884.	Ex. Range.	Bulk of Sales.
January 3	$5 25 to 5 65	$5 40 to 5 60
February 4	6 00 to 6 60	6 10 to 6 30
March 5	6 20 to 6 75	6 30 to 6 60
April 4	5 50 to 6 05	5 80 to 5 95
May 3	5 10 to 5 60	5 40 to 5 50
June 4	4 70 to 5 30	4 90 to 5 10
July 5	5 05 to 5 30	5 10 to 5 25
August 4	5 30 to 5 50	5 35 to 5 45
September 3	5 95 to 6 40	6 00 to 6 10
October 4	4 65 to 5 00	4 75 to 4 90
November 5	4 65 to 4 75	4 65 to 4 75
December 4	3 90 to 4 20	4 00 to 4 10

1885.	Ex. Range.	Bulk of Sales.
Jan. 3	$4 00 to 4 40	$4 15 to 4 30
Feb. 4	4 10 to 4 60	4 30 to 4 40
Mar. 3	4 20 to 4 50	4 30 to 4 40
Apr. 4	3 60 to 4 10	3 90 to 4 00
May 5	3 75 to 4 05	3 85 to 3 95
June 4	3 55 to 3 80	3 60 to 3 70
July 3	3 65 to 4 00	3 70 to 3 85
Aug. 4	4 25 to 4 70	4 25 to 4 60
Sept. 5	3 40 to 4 30	4 05 to 4 20
Oct. 3	3 40 to 4 00	3 60 to 3 75
Nov. 4	3 15 to 3 55	3 30 to 3 40
Dec. 4	3 10 to 3 65	3 40 to 3 50
Dec. 30	3 25 to 4 30	3 50 to 3 65

1886.	Ex. Range.	Bulk of Sales.
Jan. 4	$3 50 to 4 00	$3 70 to 3 90
Feb. 5	3 00 to 4 15	3 90 to 4 00
Mar. 3	3 65 to 4 05	3 75 to 3 90
Apr. 5	3 40 to 4 00	3 75 to 3 95
May 4	3 35 to 3 95	3 65 to 3 80
June 3	3 45 to 3 80	3 65 to 3 75
July 6	4 20 to 4 80	4 50 to 4 70
Aug. 4	4 20 to 4 95	4 60 to 4 85
Sept. 3	3 90 to 4 95	4 65 to 4 85
Oct. 4	3 90 to 4 35	4 05 to 4 25
Nov. 5	3 70 to 3 90	3 85 to 3 90
Dec. 4	3 65 to 4 20	3 85 to 3 95
Dec. 30	3 80 to 4 60	4 30 to 4 45

MONTHLY QUOTATIONS.—*Continued.*

1887.	Ex. Range.	Bulk of Sales.
Jan. 12	$4 25 to 4 60	$4 40 to 4 55
Feb. 9	4 50 to 5 25	4 90 to 5 15
Mar. 9	4 85 to 5 75	5 45 to 5 70
Apr. 6	4 90 to 5 60	5 25 to 5 50
May 4	4 80 to 5 05	4 90 to 5 00
June 8	4 25 to 4 70	4 50 to 4 65
July 6	4 75 to 5 00	4 80 to 4 95
Aug. 3	4 90 to 5 15	5 00 to 5 10
Sept. 7	4 80 to 5 35	5 15 to 5 25
Oct. 5	4 25 to 4 60	4 40 to 4 50
Nov. 2	4 00 to 4 35	4 15 to 4 25
Dec. 6	5 00 to 5 40	5 25 to 5 35

1888.	Ex. Range.	Bulk of Sales.
Jan. 4	$5 00 to 5 65	$5 40 to 5 55
Feb. 8	5 00 to 5 60	5 35 to 5 50
Mar. 7	4 85 to 5 30	5 10 to 5 25
Apr. 4	4 75 to 5 15	5 00 to 5 10
May 2	5 05 to 5 40	5 15 to 5 30
June 6	5 00 to 5 55	5 20 to 5 40
July 4	5 15 to 5 60	5 25 to 5 40
Aug. 8	6 00 to 6 40	6 10 to 6 30
Sept. 5	5 75 to 6 40	6 10 to 6 25
Oct. 3	5 85 to 6 20	6 00 to 6 10
Nov. 7	5 45 to 5 55	5 50 to 5 60
Dec. 5	4 90 to 5 10	5 00 to 5 10

1889.	Ex. Range.	Bulk of Sales.
Jan. 2	$5 00 to 5 20	$5 05 to 5 15
Feb. 6	4 40 to 4 60	4 50 to 4 60
Mar. 6	4 35 to 4 45	4 40 to 4 45
Apr. 4	4 45 to 4 55	4 50 to 4 55
May 8	4 30 to 4 45	4 35 to 4 40
June 5	4 10 to 4 20	4 10 to 4 15
July 17	4 15 to 4 30	4 20 to 4 25
Aug. 7	4 10 to 4 30	4 15 to 4 25
Sept. 4	3 75 to 4 25	3 75 to 4 00
Oct. 2	3 90 to 4 15	3 95 to 4 05
Nov. 6	3 80 to 4 05	3 85 to 3 95
Dec. 4	3 50 to 3 60	3 50 to 5 55

1890.	Ex. Range.	Bulk of Sales.
Jan. 8	$3 40 to 3 55	$3 50 to 3 55
Feb. 5	3 65 to 3 80	3 75 to 3 80
Mar. 5	3 70 to 3 90	3 75 to 3 85
Apr. 2	4 00 to 4 15	4 10 to 4 15
May 7	3 90 to 4 00	3 95 to 4 00
June 4	3 60 to 3 75	3 65 to 3 70
July 2	3 40 to 3 50	3 45 to 3 50
Aug. 6	3 40 to 3 70	3 50 to 3 60
Sept. 3	3 90 to 4 15	4 00 to 4 10
Oct. 1	4 00 to 4 30	4 10 to 4 20
Nov. 5	3 75 to 4 20	3 95 to 4 10
Dec. 4	3 25 to 3 65	3 35 to 3 50

1891.	Ex. Range.	Bulk of Sales.
Jan. 7	$3 20 to 3 70	$3 30 to 3 50
Feb. 4	3 10 to 3 55	3 30 to 3 45
Mar. 4	3 00 to 3 55	3 30 to 3 45
Apr. 7	4 25 to 5 05	4 70 to 4 90
May 5	4 25 to 4 85	4 60 to 4 70
June 2	4 10 to 4 50	4 25 to 4 45
July 7	4 40 to 4 75	4 60 to 4 70
Aug. 4	5 00 to 5 45	5 30 to 5 40
Sept. 1	4 75 to 5 20	4 90 to 5 10
Oct. 6	4 10 to 4 90	4 35 to 4 65
Nov. 3	3 50 to 4 00	3 70 to 3 85
Dec. 8	3 40 to 3 90	3 60 to 3 75

1892.	Ex. Range.	Bulk of Sales.
Jan. 5	$3 60 to 3 80	$3 60 to 3 75
Feb. 9	4 25 to 4 65	4 40 to 4 60
Mar. 8	4 45 to 4 80	4 55 to 4 70
Apr. 5	4 35 to 4 55	4 40 to 4 50
May 3	4 20 to 4 45	4 25 to 4 35
June 7	4 25 to 4 75	4 45 to 4 60
July 5	5 40 to 5 65	5 45 to 5 60
Aug. 9	5 40 to 6 05	5 75 to 5 90
Sept. 2	4 60 to 5 45	4 90 to 5 15
Oct. 5	4 95 to 5 35	5 10 to 5 25
Nov. 4	5 15 to 5 55	5 30 to 5 45
Dec. 6	5 25 to 6 05	5 85 to 5 95

CHAPTER VI.

SHEEP.

A PRAIRIE country is never a good sheep one, though the opening up and settling of the New West found a new avenue for sheep raising as well as cattle growing and hog breeding, and with the advancement of civilization in the trans-Missouri country the number of flock owners multiplied and sheep became a recognized and valuable farm animal. But being less hardy and requiring more care and attention than either cattle or hogs, they came to the front by slower stages than either of these. Fewer people seemed to know them and cared for them and it was only as the number of people from sheep growing countries increased among us, did they receive their proper recognition, and their raising given the attention that it deserved. And when taken hold of it was more for their wool than mutton.

The people here in the West being beef and pork eaters rather than mutton was another drawback to our sheep market. Yet as time rolled on and a better class of sheep began to be raised, the mutton chop and lamb roast became more enquired for and the raising of sheep for butcher purposes given a new impetus and their number in our tributary territory began to rapidly increase until the sheep industry has become an important one in the New West; and the number marketed and killed here has increased many fold since the opening of the yards.

During the nine years from 1873 to 1882 the number of sheep in the States of Missouri, Kansas, Nebraska, Iowa, Texas and the Territories increased 7,408,327, a gain of 97 per cent. Missouri and Kansas during these years were especially alive to increasing their flocks, and with added numbers came a better class of sheep, the mutton now sold upon our market being a juicy, sweet and delicate meat, and the former prejudice against it began to disappear and our dressed meat houses steadily increased their sheep killing with each succeeding year. Texas, Colorado, New Mexico, Arizona and the territories at the same time doubled, tripled and quadrupled their number of fleecy ones. But with those countries wool growing was still the chief desideratum, and it is only within the past five years that we have been getting good killing sheep from Texas and the range country. But the advanced prices that have been paid for good mutton sheep the past few years have caused western flock masters to pay more attention to the mutton qualities of their sheep and made it possible to build up here at Kansas City a thriving and prosperous sheep market.

The wool market becoming demoralized the succeeding years by its increased production and adverse tariff legislation a reduction in flocks followed and in a number of instances sheep raising was abandoned altogether. But the loss in numbers was solely among wool growing sheep. From 1882 to 1891, the past nine years, there was a decrease in the number of sheep held in Kansas City's territory of 19 per cent., while the number received upon our market for the same time increased 563 per cent. and the num-

States and Territories.	1873.	1877.	1882.	1887.	1891.
Missouri ...	1 406 500	1 297 000	1 425 411	1 067 000	898 650
Kansas.....	141 000	142 400	649 572	830 139	447 079
Nebraska...	89 100	60 600	249 316	422 119	284 612
Iowa	1 733 000	1 680 500	482 681	408 478	....
Colorado ...	*........	*........	*........	1 187 686	1 819 560
New Mexico	*........	*........	*........	3 628 168	3 128 668
Arizona	*........	*........	*........	658 561	508 648
Ind. Territ'y	*........	*........	*....	....	....
Texas.......	1 888 700	2 826 700	6 850 000	4 528 789	4 990 272
Territories..	2 640 000	3 201 600	5 851 247	†... ..	† ... ...
TOTAL, ...	7 509 900	9 208 800	15 508 227	12 691 578	12 107 488
Per cent. increase....	....	....	97		
Per cent. decrease .			....	....	19

* Included in Territories these years.

† In separate reports above.

ber of drive-outs for the same time, indicating packers purchases, show a gain of 609 per cent.

In 1884 the Hollis Packing Company, of Boston, opened a branch house here and slaughtered sheep on a large scale, shipping their carcasses east. New life was thus given the sheep market, the receipts for this year increasing nearly 100 per cent., while the number drive-outs of the yards, representing packers purchases, made a gain of 129 per cent. The same year A. J. Knollin entered the sheep business from St. Louis and bought and shipped a good many sheep, and the year following entered the killing business and did a large home trade in mutton. Hollis kept up his house here until 1887, when through the failure of its head house in Boston, it was closed. Mr. Knollin in the meantime pushed his trade and in 1888 was joined by his father who moved from St. Louis where he had handled sheep for a quarter of a century. A new firm was at once formed under the style of J. C. Knollin & Son, and they entered the trade with that knowledge of their business and spirit of enterprise that always commands success, and did much towards encouraging sheep feeding for market and building the trade here up to its present proud proportions. In 1888 they sold their business to Swift & Co. and A. J. Knollin entered into their employ as head buyer. With their means and a large outside trade already built up, a still better market was afforded here for fat sheep and such prices paid for them as to greatly encourage feeding for butcher purposes. In 1886 W. T. McIntire came here from Central Missouri and entered the commission trade, and possessing a ripe knowledge of sheep, and confining himself to their handling, did much towards enlivening the market. The packers, too, now commenced to kill more sheep, and the mutton interest was given a recognition never before known. Hence a new and rapid growth in the trade again set in.

The nearness to the source of supply of raw material and the abundance and cheapness of corn near at hand naturally attracted packers to Kansas City as a most desirable point for killing sheep, and the mutton, as well as the beef and pork business, is now one of the recognized industries of our city, and it has been worked up from a mere name to a thriving and valuable industry worth in dollars and cents millions per annum. Kansas City mutton, as well as beef, is known all over the United States, being shipped to Boston on the Atlantic, San Francisco on the Pacific, and freely sold and appreciated in Galveston and New Orleans at the South, and at the summer resorts along the northern lakes. If such surprising results were accomplished during the first ten years, or formative period of the mutton trade, what may be expected during the next decade?

Movement of sheep at Kansas City for twenty years.

Years.	Receipts.	Shipments.	Drive-Outs.
1871	4 527	3 883	644
1872	6 071	5 411	660
1873	5 975	4 288	1 068
1874	8 855	6 976	1 901
1875	25 327	17 742	7 508
1876	55 045	22 400	[illegible]2 369
1877	42 190	28 329	14 004
1878	36 700	30 483	6 529
1879	61 684	47 782	13 875
1880	50 611	36 285	14 719
1881	79 924	61 078	18 770
1882	80 724	52 652	28 056
1883	119 665	61 979	57 201
1884	287 964	105 973	181 241
1885	221 801	115 755	107 893
1886	172 650	83 284	89 163
1887	209 956	103 126	106 855
1888	351 050	169 982	181 864
1889	370 772	174 851	195 027
1890	535 869	336 207	199 000

THE COURSE OF VALUES.

MONTHLY QUOTATIONS.

1871.	Lowest.	Highest.	1872.	Lowest.	Highest.
January 5	$......	$......	January 11	$2 25	$3 25
February 2	......	......	February 6	3 00	4 50
March 3	......	......	March 7	2 25	5 00
April 6	3 00	6 50	April 4	3 00	5 00
May 4	3 00	6 00	May 2	3 50	6 50
June 1	2 75	4 75	June 6	2 25	4 50
July 3	2 25	3 50	July 7	......	......
August 1	2 25	3 50	August 2	2 25	3 00
September 5	3 00	3 00	September 12	......	......
October 3	2 00	3 00	October 2	......	......
November 1	2 00	3 00	November 4	......	......
December 2	2 00	3 00	December 4	......	......

1873.	Lowest.	Highest.	1874	Lowest.	Highest.
January 3	*......	*......	January 2	*......	*......
February 4	......	......	February 3	......	......
March 7	......	......	March 4	......	......
April 3	......	......	April 4	......	......
May 5	......	......	May 4	......	......
June 3	......	......	June 3	......	......
July 1	......	......	July 2	......	......
August 1	......	......	August 4	......	......
September 3	......	......	September 2	......	......
October 2	......	......	October 6	......	......
November 3	......	......	November 5	......	......
December 2	......	......	December 3	......	......

* No record of sales during these years.

1875.	Lowest.	Highest.	1876.	Lowest.	Highest.
January 5	$......	$......	January 6	$1 75	$3 50
February 6	......	......	February 3	2 75	4 50
March 5	......	......	March 1	2 25	4 25
April 3	......	......	April 4	2 50	3 75
May 3	3 00	4 50	May 3	2 50	5 00
June 3	2 50	4 00	June 2	2 50	4 50
July 7	2 25	3 75	July 1	2 00	3 50
August 3	2 25	3 50	August 2	1 25	3 50
September 7	2 25	3 25	September 4	1 50	3 25
October 5	2 25	3 50	October 3	1 50	3 50
November 3	2 25	3 50	November 2	1 50	3 50
December 7	2 25	3 50	December 5	2 00	3 25

MONTHLY QUOTATIONS.—*Continued.*

1877.	Lowest.	Highest.	1878.	Lowest.	Highest.
January 11	$2 25	$4 25	January 3	$1 50	$3 90
February 1	2 25	4 25	February 7	1 50	3 25
March 8	3 00	4 50	March 7	1 50	3 50
April 5	3 00	4 75	April 4	2 00	4 25
May 3	3 00	4 75	May 2	2 00	4 25
June 7	2 50	3 75	June 6	1 75	3 25
July 6	2 25	3 75	July 2	1 75	3 25
August 3	2 25	3 75	August 7	1 75	3 00
September 4	2 50	3 85	September 3	1 75	3 00
October 2	2 25	3 50	October 3	1 75	3 00
November 1	2 00	3 00	November 5	1 75	3 00
December 5	2 00	3 00	December 5	1 75	3 00

1879.	Lowest.	Highest.	1880.	Lowest.	Highest.
January 3	$1 50	$3 00	January 6	$2 50	$3 50
February 4	2 00	3 50	February 7	3 50	4 25
March 3	2 00.	3 75	March 3	3 50	4 25
April 3	2 50	4 50	April 6	4 25	5 10
May 5	2 75	4 50	May 6	3 50	4 60
June 3	2 25	3 50	June 1	3 00	3 85
July 2	2 00	3 25	July 2	2 50	3 50
August 5	1 75	3 00	August 5	2 25	3 25
September 3	1 75	3 00	September 2	2 25	3 50
October 1	1 75	3 00	October 2	2 50	3 75
November 5	1 75	3 00	November 1	2 25	3 50
December 10	1 75	3 00	December 2	2 25	3 50

1881.	Lowest.	Highest.	1882.	Lowest.	Highest.
January 5	$3 00	$4 25	January 4	3 00	$4 50
February 7	3 00	4 25	February 6	2 50	4 25
March 3	3 25	4 50	March 2	3 00	4 50
April 7	3 50	5 00	April 3	3 25	5 00
May 5	3 25	4 25	May 1	3 00	4 25
June 9	2 50	3 75	June 5	2 50	3 50
July 2	2 00	3 50	July 7	2 25	3 85
August 9	2 25	3 75	August 2	2 50	3 50
September 9	2 75	4 00	September 4	2 50	3 50
October 3	2 75	4 00	October 5	2 50	3 50
November 4	2 75	4 00	November 7	2 25	3 50
December 3	2 50	4 00	December 2	2 75	3 75

MONTHLY QUOTATIONS.—*Continued.*

1883.	Lowest.	Highest.	1884.	Lowest.	Highest.
January 3	$2 50	$3 75	January 5	$2 25	$4 25
February 6	2 50	3 85	February 5	2 50	4 50
March 6	2 75	4 50	March 4	3 25	5 25
April 4	4 00	5 50	April 2	2 25	4 00
May 4	3 25	4 75	May 6	3 25	5 25
June 6	2 50	4 00	June 4	2 50	4 50
July 3	2 50	4 00	July 3	2 25	4 00
August 1	2 25	3 75	August 6	2 50	5 20
September 5	2 25	3 70	September 3	2 85	4 80
October 3	2 00	3 50	October 8	2 25	3 50
November 7	2 25	3 75	November 7	2 25	4 00
December 5	2 25	3 75	December 5	2 25	3 85

1885.	Lowest.	Highest.	1886.	Lowest.	Highest.
January 2	$2 00	$3 25	January 6	$2 00	$3 25
February 4	2 25	4 00	February 3	3 00	4 25
March 4	1 80	3 00	March 3	3 00	4 25
April 1	2 25	3 75	April 1	4 00	5 00
May 6	2 00	3 50	May 5	2 75	4 75
June 3	2 00	3 50	June 2	2 25	3 75
July 1	2 00	3 35	July 1	2 00	3 25
August 5	2 00	3 00	August 4	1 50	3 00
September 1	2 00	3 00	September 1	2 00	3 25
October 7	2 00	2 85	October 6	1 50	2 75
November 4	1 75	2 75	November 3	2 00	3 25
December 2	2 00	3 25	December 1	2 00	3 25

1887.	Lowest.	Highest.	1888.	Lowest.	Highest.
January 12	$2 50	$4 25	January 4	$3 00	$4 25
February 9	2 25	4 00	February 8	3 50	4 40
March 9	2 50	4 00	March 7	4 00	5 25
April 6	3 00	4 25	April 4	3 00	5 00
May 4	2 75	4 00	May 2	4 00	5 50
June 8	2 50	3 50	June 6	2 50	4 00
July 6	2 50	3 75	July 4	2 00	3 50
August 3	2 25	3 25	August 8	2 00	3 50
September 7	2 25	3 75	September 5	2 25	3 75
October 5	2 00	3 50	October 3	2 25	3 50
November 2	2 00	3 25	November 7	2 00	3 40
December 7	2 00	3 25	December 5	2 50	3 75

MONTHLY QUOTATIONS.—*Continued.*

1889.	Lowest.	Highest.	1890.	Lowest.	Highest.
January 2	$3 00	$4 25	January 8	$2 50	$3 85
February 6	3 25	4 75	February 5	3 00	4 75
March 6	3 25	4 75	March 5	3 25	4 75
April 3	3 50	4 75	April 2	3 75	5 50
May 8	3 00	4 00	May 7	3 50	5 50
June 5	2 50	4 00	June 4	4 00	5 25
July 7	2 50	3 85	July 2	3 00	4 75
August 7	2 65	4 00	August 6	3 00	4 80
September 4	2 65	4 30	September 3	3 00	4 00
October 2	2 75	4 25	October 1	3 00	4 25
November 6	2 60	4 00	November 5	3 00	4 10
December 4	2 60	4 00	December 4	3 00	4 15

1891.	Lowest.	Highest.	1892.	Lowest.	Highest.
January 7	$2 75	$4 00	January 5	$4 00	$5 15
February 4	2 50	4 80	February 9	4 00	5 10
March 4	3 50	5 00	March 8	3 50	5 00
April 7	3 00	5 25	April 5	4 25	5 85
May 5	3 25	5 00	May 3	4 00	5 25
June 2	3 25	4 50	June 7	3 50	5 25
July 7	3 25	4 50	July 5	3 00	4 85
August 4	3 30	4 55	August 9	3 25	4 75
September 1	3 25	4 00	September –	2 65	4 75
October 6	2 75	4 25	October 5	3 00	4 85
November 3	3 25	4 20	November 4	3 25	4 50
December 8	3 40	4 85	December 6	2 50	4 25

CHAPTER VII.

HORSES AND MULES.

IN THIS, as well as in other classes of live stock, the past twenty years have been busy ones at this point. If the volume of business has not been so large as in meat producing animals, its percentage of increase has been equally as surprising, and our horse and mule market has arisen from obscurity to great prominence, now ranking among the first in the West—Kansas City selling horses and mules to every State in the Union, and buyers visit us at all times from North, East, West and South. And no city, even among the older established markets, can boast of a broader and more liberal trade.

Horse and mule raising in our entire tributary country has for the past two decades been pushed with an energy only known here in the West, and as a branch of farming it has proven as successful as its growth has been marvelous. Kansas from 1873 to 1882, nine years, increased her number of horses and mules 120 per cent., and for the nine years following, up to 1891, the increase was 58 per cent., making for the eighteen years a growth of 178 per cent. Nebraska for the same time made even more wonderful progress in this branch of stock raising. For the nine years from 1873 to 1882 the number of horses and mules in this State increased 297 per cent., and for the next nine years there was a further gain of 149 per cent.; making, for the eighteen years, the remarkable growth of 446 per cent. Missouri, Iowa, Colorado, New Mexico, Arizona, Texas, and the Territories, have also forged ahead in this branch of the live stock industry, every one of them showing substantial and gratifying gains in the number of horses and mules within their borders during the period under review.

That this wonderful growth may be more fully understood, and seen in detail, the Government's returns as reported to the Agricultural Department at Washington at the beginning of each year is here appended:

States and Territories.	1873.	1877.	1882.	1887.	1891.
Missouri....	682 300	728 800	867 441	1 007 667	1 042 564
Kansas.....	289 800	260 900	528 881	720 997	888 066
Nebraska ..	61 100	120 000	242 652	454 146	604 089
Iowa.......	682 800	764 600	861 404	1 048 671	1 188 089
Colorado....	*........	*........	*........	185 730	128 852
New Mex..	*........	*........	*........	50 886	48 254
Arizona	*........	*........	*........	12 149	88 092
Ind. Terr'ry	*........	*........	*........	....	....
Texas	796 300	898 700	977 553	1 419 291	1 727 662
Territories..	124 100	148 100	342 728	†.......	†.......
TOTAL......	2 536 300	2 915 600	3 820 609	4 848 986	5 555 638
Per cent. increase, 9 yrs	....	....	50		
Per cent. increase, 9 yrs			....	....	45

* Included in Territories these years.

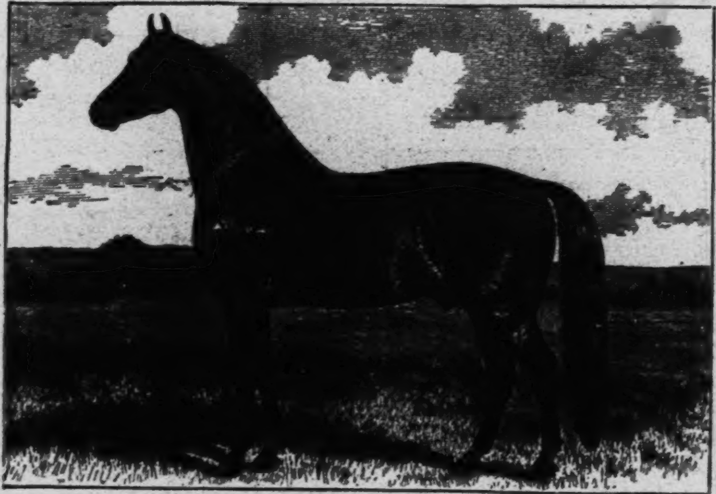
† In separate reports above.

These figures, coming from so trustworthy a source, may be thoroughly relied upon and are rather an under than over estimate.

From 1873 to 1882, nine years, there was an increase in the States and Territories named of 1,284,309, or 50 per cent., and for the following nine years, up to 1891, a further gain of 1,735,029, or 45 per cent. The eighteen years making a growth of 3,019,331 or 95 per cent. With such a source of supply, the possibilities of a great market here became at once apparent, and the Stock Yards people did everything to encourage its building, furnishing every facility for the prompt and economical handling of the receipts.

Traders were soon attracted here by the promise of the market and the ease and satisfaction with which the business could be handled. And to-day some of the most extensive dealers in the West are found here and with acquaintance and credit as broad as the country. The South that ten years ago got most of its horses and mules in St. Louis, has diverted much of its trade this way, and sales of both horses and mules to Mississippi, Louisiana, Georgia, South and North Carolina, and even Virginia, are weekly occurrences; and Boston and New York are frequent buyers of good horses in this market. And it is no uncommon thing to sell good heavy horses to the lumber districts of the Northwest, and good drivers are frequently taken from our stables for California and Mexico.

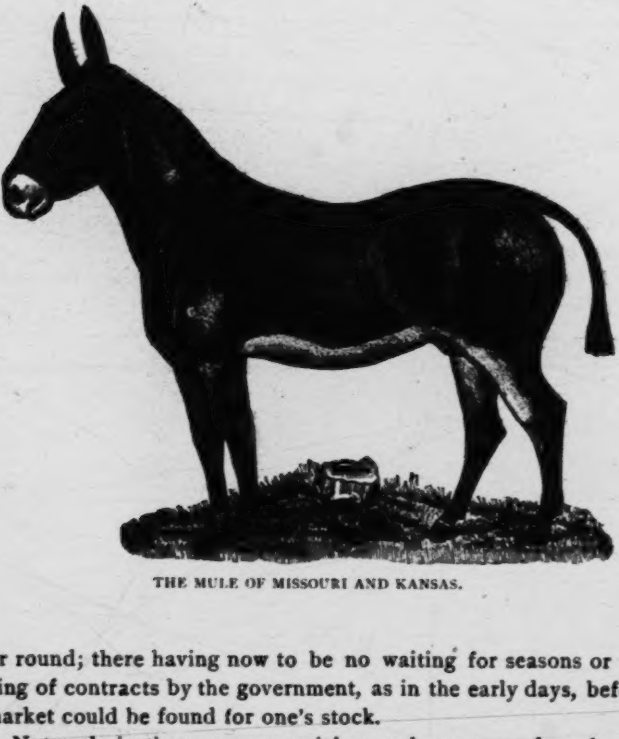
It is still within not only the memory but experience of living and active dealers when oxen were counted among the legitimate holdings of a sales stable and teams of these faithful brutes were as regularly sold to freighters across the plains as horses and mules. But in those days, prior to the late unpleasantness, the character of the trade was entirely different from now. The freighters across the plains and the United States government were main buyers with now and then a call from some mail contractor. The first are now out of business and the government buys but few horses and mules as compared with those days, most of its transportation



THE HORSE OF MISSOURI AND KANSAS.

being done by the railroads, the same as its people's, instead of by wagons, as thirty years ago.

But the changes in the trade seem to have had but little influence upon market values. With the increased receipts there has come an increased demand, and from a local market Kansas City has developed into a national one, with a steady demand the year round; there having now to be no waiting for seasons or the letting of contracts by the government, as in the early days, before a market could be found for one's stock.



THE MULE OF MISSOURI AND KANSAS.

Not only is there now a quicker and more ready sale for horses and mules than in those days, but good prices are being paid notwithstanding the enormous increase in the supply.

Good mules 13½ to 14 hands are now selling in this market at $40 to $50; 14½ hands at $50 to $65; 15½ hands $75 to $90; 16 to 16½ hands at $120 to $150. Fair to good driving horses $75 to $125 and streeters $75 to $85. Teams sell much higher as to style and action. Just prior to the war, when the receipts didn't reach 600 head a year, mules 13½ to 14 hands sold at $80 to $100; 15 to 15½ hands $115 to $125 and 16 to 16½ hands at $140 to $160. Horses brought all kinds of prices. The general receipts, such as make up the bulk of the offerings, selling as low then as now, while nice horses brought as much or more money, nice match teams at times reaching as high as $350 to $400.

When it is remembered that steam and electricity have taken the place of horses and mules as motive power in many ways, and that much of the travel of to-day is made in conveyances propelled by these agencies, values have keep up remarkably well and the future of the trade is full of promise despite the displacement of horses and mules in the street car and mail service, and other places, by cheaper power.

Movement of horses and mules at Kansas City for twenty years:

Years.	Receipts.	Shipments.	Drive-Outs.
1871	809	508	301
1872	2 648	2 308	340
1873	4 202	3 747	455
1874	3 679	3 299	386
1875	2 646	2 524	111
1876	5 339	5 080	241
1877	4 279	3 951	345
1878	10 796	9 329	1 465
1879	15 829	13 783	2 043
1880	14 086	11 227	2 863
1881	12 502	10 056	2 548
1882	11 716	9 319	2 288
1883	19 860	10 466	9 408
1884	27 168	14 945	12 147
1885	24 506	16 258	8 408
1886	33 188	25 088	8 010
1887	29 690	21 852	8 266
1888	27 650	19 880	9 850
1889	34 568	24 567	9 918
1890	37 118	25 481	11 658

MEN WHO MADE THE TRADE.

One of the first and most active dealers at this point, and a man perhaps, who did more than any other to centralize the trade in horses and mules at this point was R. C. White, now of the live stock commission firm of White & Rial. Being of Kentucky birth and raised on a farm his associations were with horses and mules from his infancy. He removed to Missouri when quite young and came to man's estate in Platte county. We find him as early as the fifties buying horses and mules in the country and driving them to Fort Leavenworth and Kansas City and selling them to the government and mail contractors and freighters across the plains. Just before the late war he associated himself with J. E. McKenzie and under the firm name of White & McKenzie ran a sale stable at 16th and Walnut streets, a stand in later years occupied by Patterson Stewart. Here they did a thriving business until interrupted by the war between the states. On the resumption of peace they again entered the trade and lead in it for many years.

Patterson Stewart was another old timer, coming here as early as 1856, and like Mr. White, travelled through the country and bought up both horses and mules, and concentrated them at this point for the western and government trade. In those days the farmers of Missouri were a planter class, working their large estates with slaves, and bred horses and mules on as large, if not larger scale than now. It was in dealing with them and western mail contractors and freighters that Mr. Stewart laid the foundation to that ample fortune that he has enjoyed of late years. Along in the seventies he associated with him Ike Ward, a bright and shrewd young trader, and as late as 1879 and 1880 they did business as Stewart & Ward at 8th and Delaware, adjoining the eastern entrance of the New York Life Insurance Building.

Maj. Jack Vivian, of Clay county, Mo., was also known to the early trade here, as was also Sid. Summers, his neighbor. They are still living on their farms in Clay county.

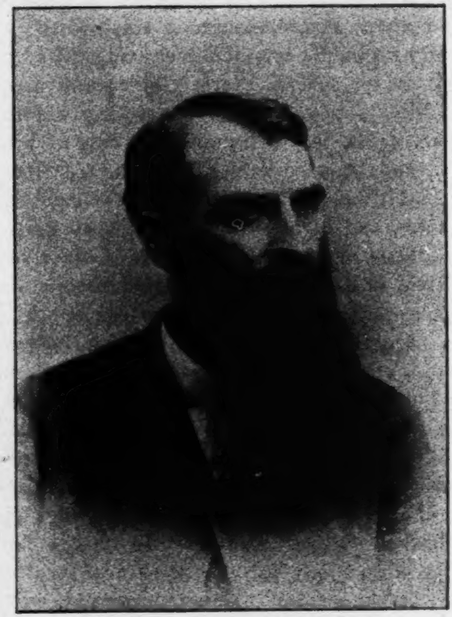
Then there was Frank Short who came here from New York in 1868 and had a stable on Delaware street near the Pacific Hotel. He went to St. Louis in 1874 and was in the trade there for some years, but returned to Kansas City in 1885, where we find him and Capt. W. S. Tough running the Stock Yards Horse and Mule Market under the firm name of F. E. Short & Co. He is now in Omaha, while Capt. Tough with his son, Jno. S., are managing the Horse and Mule Market at the Stock Yards, and are conducting the only auction stable here, and the biggest one in the West. Joel Thomas was also long a worker in the trade here, coming from Lawrence, Kas., in 1878 and opening a sale stable on Delaware street, and between 1880 and 1890 was one of the most extensive shippers of horses and mules from this market.

S. S. Grant, the great St. Louis mule dealer was the next to join the trade here, taking charge of the Stock Yards sales stables in the fall of 1878 and did a big business there for a number of years. He was succeeded by Cooper & Holmes in 1883 and came up town and opened a stable with his sons at 3d and Wyandotte streets. He sold out in 1884 to Marion and Jno. T. Sparks of Saline county, Mo., and retired from business. He has been dead some years. A few years later Marion Sparks returned to Marshall, Mo., and his brother, Charles Sparks, took his place in the firm, making the firm of Sparks Bros. who are among our most entensive and enterprising mule and horse dealers.

Robertson & Stone soon followed the Sparks boys to Kansas City, coming from Northeast Missouri in 1888, and have been prominent figuers in the horse and mule trade ever since. The business is now conducted by W. E. Robertson; Mr. Stone withdrawing last year to enter the Southern trade.

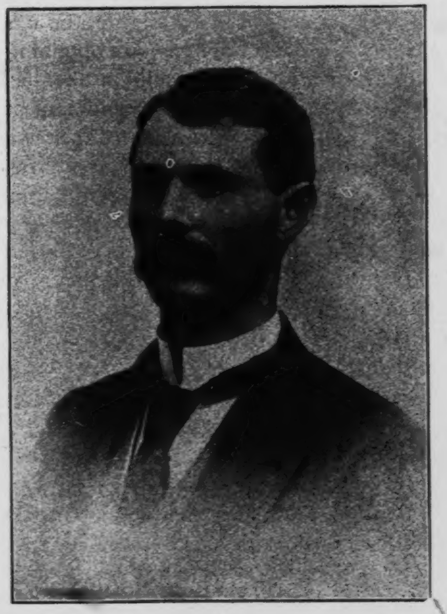
PATTERSON STEWART.

There is no man in Kansas City or Western Missouri better known to the horse and mule world than the subject of this sketch. He is a natural born horseman and one of the best judges of this noble animal and its congener, the mule, in this part of the country. A Kentuckian by birth and rearing he inherited a love for farm animals. Like most successful stock men he was a farmer's boy. He was born at Mount Sterling, Ky., in 1835 and reared at home. He attended the schools at Mount Sterling and by close application acquired a very good English education, which he amplified in after years. At the age of seventeen he stopped school and taught part of a term for his preceptor. And the following year he taught a full session on a salary of thirty dollars per month. He was next employed as chief clerk of a smelting firm, the Estill Steam Furnace Co. He also for a while studied comparative anatomy with his brother-in-law, Dr. John T. Clark. But he never finished his medical studies, medicine prom-



PATTERSON STEWART.

ising too slow a reward for his labor. So he turned his attention to book-keeping. He now saved a little money and in 1855 left his native state and came to Missouri and located in Kansas City. He was now but 20 years old, yet full of pluck and determination. His natural love for the horse had never deserted him, though he had now been off the farm some years and he still cherished the hope of some day being able to deal in them. But he was without capital so he had to wait until he could accumulate some means. He at once set about for remunerative employment, and we soon find him teaching a public school in the young city of his adoption, and he kept it up for several years. By careful management he soon saved a little money, and it was not long before he owned one or two fine horses, in the training and care of which he took much interest, and he soon won a reputation as an experienced horseman. And it was not long before he commenced to trade in horses and mules, and in a short time built up quite a business. On making a little money, he purchased a tract of land of the Shawnee Indians, in Kansas, and negotiated directly with the noted chief, Silas Dougherty, and shortly afterwards bought property in Kansas City. On the breaking out of the war, he gave his entire time to his horse and mule trade and supplied these and work cattle in great numbers to Mexican traders and the government. But while success seemed to crown his efforts he had to meet losses, as other men do in turbulent times. Being on the border, he often sustained considerable loss from the marauding bands that infested the country. For protection he built high palisades about his corrals and established a nightly sentinel. In 1864 he took an active part in raising a company for the defense of local interests and was appointed first lieutenant. The company did good service and received compensation from the United States government. In 1865 he was appointed deputy marshal of the court of common pleas and the following year was elected to the same office. But he was too active a man to spend much time in office and after the expiration of his term returned to the horse and mule business again and it was not long before he had one of the largest trades in the West and continued to lead in this branch of business up to 1888. Having amassed a fortune he retired then from active trade and since then has devoted himself to his large property interests and his fine stable of trotters, in which are Grant's Abdallah, record 2:10½; Walter E., 2:11¾; Ryland T., 2:11¾; White Stockings, 2:16; Lasher, 2:18½; Scott Ashton, 2:25¼, and Aunt Delilah, 2:27. They have been entered this season (1893) in the grand Eastern Circuit, commencing at Detroit and taking in Cleveland, Buffalo, Rochester, Fleetwood, N. Y., Naraganset and Chicago; three entries being for $5,000 stakes, two for $10,000 and one for $20,000.



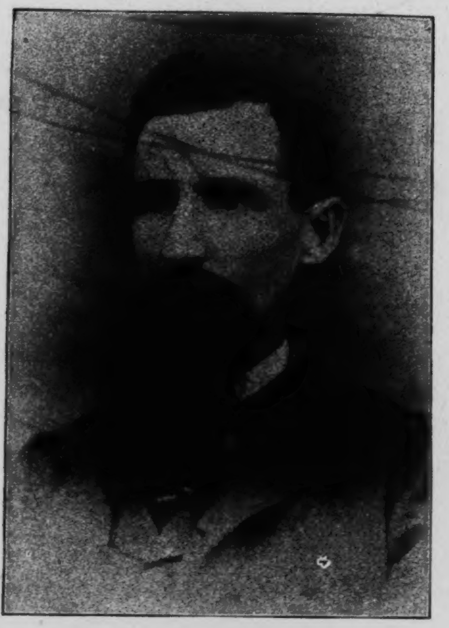
JOHN T. SPARKS.

No man has done more in recent years towards the building up of the mule trade of Kansas City than the subject of this sketch. Having been raised with mules all his life and handled them since old enough to do any business, he came to Kansas City well equipped for the trade and has met with good success in his chosen calling, and his firm, Sparks Brothers, is known throughout the Southwest and wherever the mule is handled. He was born in Saline county, Mo., in 1858. His father a farmer and mule raiser on a large scale, it may be said that John was born in the business. He attended the common schools of his county during the fall and winter months and helped about the farm during the busy season. When fifteen years old he went to Marshall, Mo., and entered the sale stable of an older brother and learned business habits and to study the horse and mule from a commercial standpoint, and by the time he was grown he was an acknowledged judge of both horses and mules. On obtaining his majority his brother admitted him to a partnership in the business and his firm now became one of the best known and largest buying and shipping stables in Central Missouri. In 1884 they came to Kansas City and bought out the sale stable of S. S. Grant, Third and Wyandotte streets, and entered the Southern and Western trade, with John T. in charge of the business here. In a few years he bought his brother out. Temperate in his habits, industrious and courteous, his business has steadily grown until to-day his stable is one of the best known in the Missouri valley.

Charles Sparks is the junior member of the firm of Sparks Brothers and may be said to be a horse and mule man to the manor born. Of Kentucky stock and inheriting a love for the horse and a liking for his congener, the mule, he at an early age took to handling them and by the time he was of age was a recognized judge of both horses and mules and an active buyer and shipper of them from his native county, and at this early age was not only familiar with their every point but knew their market worth and the wants of the trade and how to cater to it. He was born in Saline county, Mo., in 1861. Raised on a farm, he was thrown with stock from his infancy, was accustomed to seeing them handled and cared for from his earliest boyhood. His father was an extensive mule raiser as well as farmer and Charles had the best of opportunities to study this useful animal, and that he made use of them is testified to by the success he has met with in handling mules since being actively in the trade. He attended the common schools of his county until eighteen years of age, when he went to Marshall and traded in horses and mules under the guidance of his older brothers, who were then established in the horse and mule business in that city, and for the next six years was one of the active buyers and shippers of this class of stock from that point. In 1885 he came to Kansas City and joined his brother John T. in the trade here and with him laid the foundation for that splendid business that his firm now enjoys and has built up for himself an enviable reputation as a horse and mule man and is known and liked by the entire Western and Southern trade.

CHARLES SPARKS.

W. E. **Robertson** has been in the horse and mule business here but a few years, yet has made a marked impress on the trade and has done much to give a national character to the mule market. Progressive and aggressive, he reached out and pushed for business when others held back and now, although he has been less than five years in the trade here, has one of the biggest mule yards at this point, and is known not only all through the Missouri valley but most of the South, selling thousands of both horses and mules to that section annually. He was born in Clark county, Ky., in 1852, and was raised on a farm and has been closely associated with the mule and horse since infancy and he knows them through and through. He was educated in the common shools of his county and at the



W. E. ROBERTSON.

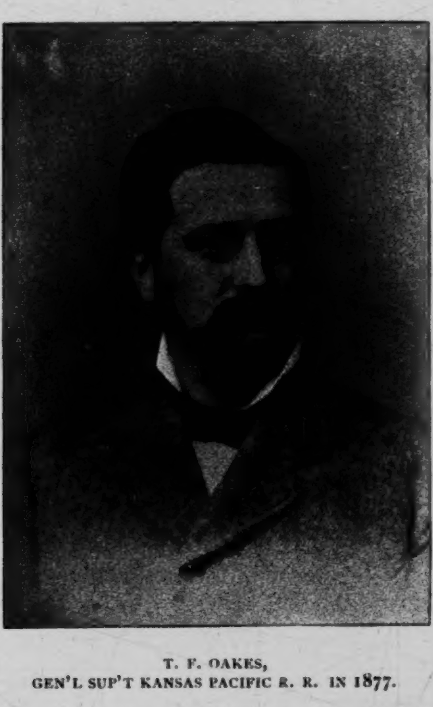
Clark County Seminary, at Winchester, where he spent three years. He was married when only nineteen years old; and with the responsibility of a family on his hands he was forced to go to work. He moved to Northeast Missouri and farmed for two years. At the end of this time he returned to Kentucky and farmed and traded in mules for six years. Becoming dissatisfied he again returned to Northeast Missouri and traded in mules and farmed until 1888, when he was attracted by the promise of Kansas City as a horse and mule center, and immediately moved here and entered the trade with R. L. Stone, under the firm name of Robertson & Stone, and at once took a prominent place in the trade and did much to develop and build up the mule business at this point. In June, 1892, Mr. Robertson bought Mr. Stone out, who entered the Southern and shipping trade, and since then he has been conducting the business alone.

CHAPTER VIII.

THE RAILROADS IN THE LIVE STOCK TRADE.

AS THOSE great civilizers, the railroads, reached beyond the Missouri river, the live stock interest was quickened and given new life. The laying of iron rails and the snorting of the iron horse being notes of warning to the wild and thieving red men of the plains of the march of progress and civilization, and made it practical and safe to utilize those rich pastures of Kansas and the country west of it, and opened up for safe settlement and culture a farming region unsurpassed in America. And with the establishment of this new means of transportation the hardy and industrious pioneer was given a new field of labor and one which he was quick to cultivate. It took but a few years to change this hunting ground of the Indian and field of the trapper into a prosperous grazing and farming country. And as the herds and flocks increased and the crops multiplied, making a mixed husbandry safe and profitable, the stock market here grew in extent and importance. And no factor did more towards its building up than the railroads. Watch their progress across the plains and the receipts of the live stock here and see how quick the one followed in the wake of the other. With their coming the cattle, hogs and sheep business were all given a new impetus and the second live stock market in the world made possible here at Kansas City, a mere hamlet thirty years ago, and fitting out post for the trapper and freighter across the plains, or the then great American desert.

The Kansas Pacific was the first to enter this promising field and had gotten fairly underway before the close of the war. It was completed to Lawrence, thirty-nine miles in 1864; two years later, 1866, it had reached Topeka, sixty-seven miles, and the same year it was running to Junction City 139 miles, and in 1870 it was through to Denver, 639 miles. It was first among the roads to encourage the cattle business and during the early years of the trade here did the larger share of the live stock traffic west of us.



T. F. OAKES,
GEN'L SUP'T KANSAS PACIFIC R. R. IN 1877.

Later a number of branches were built as feeders to the main line, and as they opened up the country, much new business was made for the road and the trade here. The Junction City branch was built to Clay Center, thirty-three miles in 1873 and by 1879 it was through to Concordia, seventy-one miles. The McPherson branch, thirty-six miles, was completed in 1879 and the Belleville extension, eighty miles, in 1884. The Solomon branch, five miles, was built in 1878 and 1879. The Central Branch was completed from Leavenworth to Holton, fifty-five miles, as early as 1872 and five years later it was at Onago, eighty-two miles, and by 1881 it had reached Miltonvale, 166 miles. And with these lateral lines the Kansas grazer and feeder was given much needed facilities for pushing their trade and encouraged the settling and stocking up of much new and hitherto idle country.

GEO. H. NETTLETON,
PRESIDENT KANSAS CITY, FT. SCOTT AND MEMPHIS R. R.

The Kansas City & Fort Scott, now the Kansas City, Fort Scott & Memphis, followed close behind the Kansas Pacific. And the years that the Texas cattle drive stopped at Baxter Springs, brought many of these cattle to our market. It was completed to

Fort Scott, ninety-nine miles, as early as the close of 1869, but little cattle business was done until two or three years later. The following spring it was running to Baxter Springs, sixty-one miles farther South, where it tapped the Texas cattle trade. And here it stopped for some years. In the late seventies and early eighties the attention of the road was turned to building feeders, and much of Southwest Missouri, Southeastern Kansas was opened up and brought into easy and direct communication with Kansas City. The Joplin branch, seventy-five miles, was finished in 1879, a year later the Rich Hill branch was completed, giving twenty-four miles of new road. In 1881 Cherryvale, Kansas, 190 miles from Kansas City was reached, and Springfield, Mo., 202 miles. And in 1882 Weir City, Kans., and Webb City, Mo., were linked to the main line, there being 45 miles of new road furnished with the first, and six miles with the latter, bringing in touch with us much country hitherto shut out for the want of means of transportation.

The Kansas City, Lawrence & Southern was next to follow these roads throughout Kansas. It was completed to Ottawa, 58 miles, in the summer of 1870 and twelve months later, in August 1871, it reached Coffeyville, 172 miles. Here it stopped for a while. It ran through a fine grass country and did a good cattle business from the start. After a short rest, it was again pushed westward and by the fall of 1884 it had reached Attica, 306 miles from Kansas City. The following summer it was to Kiowa, 338 miles, and three years later it was running through to Pan Handle, Texas, 555 miles. The Ottawa & Burlington branch was completed to the latter city, 62 miles, in the spring of 1881; to Emporia, 133 miles, early in 1884. The Wellington & Hunnewell branch was finished in the summer of 1880, a distance of 18 miles, tapping the Texas cattle trade near the border of the Indian Nation and drawing many southern cattle to our market from that point, to which most Texas drovers now headed their cattle.

With these roads under way, the Atchison, Topeka & Santa Fe soon followed, headed across the continent, and has grown to be the greatest cattle road centering at this point. It had reached Emporia, 133 miles, as early as the summer of 1870. The spring following it was to Strong City, 153 miles, and the summer of 1871 its engines were whistling at Peabody, 190 miles, and Newton was reached the same month, 206 miles. A year later it was at Hutchinson, 240 miles, the fall of the same year. Three years and a half later it was at Pueblo, Colorado, 791 miles, and by the early spring of 1880 it was at Santa Fe, New Mexico, 817 miles, and the following year it was completed to El Paso, Texas. Its Wichita branch, 228 miles, was built as early as 1872. In 1879 a branch to Wellington was finished, opening up 42 miles of new country, and from here to Caldwell, 14 miles, was completed the summer following. It at once took high rank as a cattle road, as it penetrated most of the southwestern range country or had branches reaching out, like so many tentacles of a huge octopus, drawing shipments from all quarters.

The Missouri Pacific, in the early eighties, invaded Kansas, running through the northern portion of the state into Nebraska. It was completed to Omaha, 215 miles, in 1881 and to Beloit, Kansas, the year following. A year later it was running to Lenora, 337 miles, opening up one of the best feeding countries west of us, and to-day no other road brings so many hogs to our market as this one and it has a good cattle trade to its credit.

Receipts by Kansas railroads for a series of years:

RAILROADS.	CATTLE.			
	1871.	1876.	1881.	1890.
Kansas Pacific	84 597	72 275	44 512	138 672
K. C., Ft. Scott & Gulf	20 825	18 344	19 047	76 809
A., T. & S. F	....	52 508	121 571	615 505
Lawrence & Southern	9 540	22 278	56 500	....
Missouri Pacific	281	3 139	20 858	244 022
TOTAL	114 743	168 480	262 488	1 075 008
Per cent. of increase		42	60	309

RAILROADS.	HOGS.			
	1871.	1876.	1881.	1890.
Kansas Pacific	6 204	17 986	146 702	295 420
K. C., Ft. Scott & Gulf	1 782	28 766	109 098	241 984
A., T. & S. F	.....	18 592	145 280	450 612
Lawrence & Southern	1 402	24 028	139 318	......
Missouri Pacific	9 505	16 844	318 150	787 612
TOTAL	18 843	106 216	858 548	1 784 628
Per cent. of increase		468	708	102

RAILROADS.	SHEEP.			
	1871.	1876.	1881.	1890.
Kansas Pacific	544	10 578	8 164	89 964
K. C., Ft. Scott & Gulf	23	1 919	7 225	14 284
A., T. & S. F.	...	21 480	14 804	257 869
Lawrence & Southern	85	1 421	7 914	....
Missouri Pacific	58	4 847	16 700	24 885
TOTAL	710	40 248	54 807	387 002
Per cent. of increase		5 568	36	606

These figures tell of the rise and progress of a legitimate industry and material development of a country rarely met with in this or any other land. And only its wonderful productiveness, the energy and pluck of its people, born to trials and struggles and inured to toil, made possible the successful building and development of such a market as shown below. From 1871 to 1876 the cattle receipts by the five leading roads west of us made a growth of 42 per cent. The next five years it was 60 per cent and from 1881 to 1890 it was 309 per cent. From 1871 to 1876 the number of hogs brought to market over the same roads increased 463 per cent, and of the five years following 708 per cent, and from 1881 to 1890 102 per cent. In sheep, too, there are wonders to tell. From 1871 to 1876 the receipts made a gain of 5,568 per cent. the next five years 36 per cent. and from 1881 to 1890 606 per cent. The fruit of the railroads, the results of their civilizing and progressive influences, the annihilators of space, the bonds of peace, drawing an extended country into closer relationship and molding the business interests of the different sections into one common whole.

CHAPTER IX.

THE PACKING INTEREST.

THIS RAPID building of a live stock market here at once attracted the attention of meat manufacturers, and men with means were soon found ready and willing to enter the packing industry at this point. The advantages offered for such an industry were manifold. The adjacency of our city to the great grazing grounds of the New West and its contiguity to the best hog growing country west of the Mississippi River making it peculiarly fitted both for pork packing and the dressed meat business. Raw material being obtainable here at the lowest cost and the facilities for distributing the manufactured product being unrivalled by any other city in the Union, success was assured from the start.

From the most humble of beginnings our packing industry has marched with giant strides to its present proud position, its wonderful development being one of the marvels of western material growth. It has attracted attention not only throughout America but won for our city an enviable name abroad, much of its meat finding eager buyers both in the United Kingdom and on the continent, two of our largest houses exporting fully half their produts, thus not only relieving our home market of a surplus but enriching this country to the extent of their sales abroad with foreign gold and silver. We find the first packing house opened here in 1868, its slaughter for the first year reaching 4,209 cattle and 1,300 hogs. In 1870 a second slaughter house was opened and our packing operations reached 21,000 cattle and 36,000 hogs. As years rolled by and the country west and southwest of us developed, our plains became dotted with farm houses and cattle grazed where the Indian tented and the buffalo roamed; new packing houses sprang into existence and the old ones perfected and added to to meet the demands of the growing trade. In 1877 our city had three well appointed packing establishments and they killed 27,863 cattle and 180,357 hogs. But it has been within the past decade that the most astonishing growth of this industry has been made. From 1877 to 1887 the number of cattle killed ran up from 27,853 in the former year to 160,290 in the latter, an increase of 132,427, a gain of 475 per cent.

The development of our pork packing is even still more astonishing. In 1877 the number of hogs packed was 180,357 and in 1887 it was 1,889,054, an increase of 1,608,698, a gain of 891 per cent. A success, while marvelous in its extent, in every way healthy and natural. That such a wonderful trade growth was possible and through legitimate means, need be a surprise to no one when the opening up of the trans-Mississippi country to civilization and agriculture is studied and the surprising growth of its live stock interest is seen.

According to the government reports, in 1870 there were in the states and territories of Iowa, Nebraska, Missouri, Kansas, Colorado, New Mexico, Arizona, Indian Territory and Texas 5,277,600 cattle, other than cows, and 6,049,004 hogs. Ten years later, in 1880, we find in the same territory 8,958,400 cattle, a gain of 3,680,800, an increase of 69 per cent; hogs, 9,224,000, a gain of 3,174,996, an increase of 52 per cent.

In 1888 the number of cattle had reached 15,878,658 and hogs 15,840,070, an increase in the former for the past eight years of 6,920,258, or 77 per cent, and of the latter of 6,616,070, or 71 per cent.

In 1892 the same states and territories had 18,340,260 cattle and 19,890,383 hogs, an increase in the former in four years of 2,461,602, or 15 per cent, and in the latter of 4,050,313, or 25 per cent. There are also 12,550,393 sheep, against 5,679,900 in 1870, making a gain in the mutton supply the past twenty-two years of 6,870,493.

With such supplies at hand there was every stimulus for our packers to push their business and build here an industry not only grand in its proportions and profitable to its projectors but helpful, in no small degree, to our city and entire section of country. In 1881 we find the four packing houses here working 1,600 men and spending in wages $1,228,000 per annum and giving support, it is fair to say, to 5,000 people. For raw material there was spent the same year $10,000,000, and for incidentals it is safe to say $500,000 more, making in all $11,788,000 distributed by this industry. In 1888 the number of houses had multiplied to eight and capital invested in plants to $1,500,000, number of hands employed to 6,200 and $4,216,000 spent in wages, giving support to 18,600 persons. For raw material there was paid $28,637,270 and it is estimated $1,000,000 more for incidentals; total, $35,353,376.

In 1891 the number of hands had reached 7,000 and $5,250,000 was spent in wages, giving support to 21,000 persons. For raw material there was paid—that is, for cattle, hogs, sheep and calves—$31,500,000 and $1,000,000 more for incidentals; total, $37,950,000.

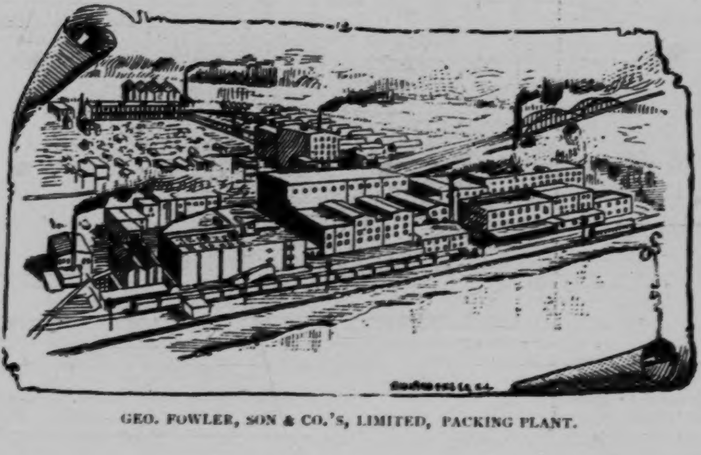
So impressed with this steady and wonderful growth in the meat trade of Kansas City, P. D. Armour, the recognized head of the packing world to-day, allied himself in 1892 more closely with his brother here and built a $1,000,000 dressed beef plant, giving employment to 1,600 hands, and with the Armour Packing Company furnishing labor to 5,000 hands and paying out in wages $2,000,000 per annum. The buildings put up were solely for beef killing and number three, of the following dimensions: One 175x500 feet, one 120x150 feet and one 100x120 feet, covering a floor area of thirteen acres. Combined with the old Armour houses, the total plant now covers eighteen acres and has a floor area of fifty-eight acres, making it the largest packing house in the world. Kingan & Co., Swift & Co. and the Schwarzschild & Sulzberger Company made important additions to their buildings during the year, spending upwards of $150,000 in increasing their capacity. And with this increase in the capacity of the packing houses came more trade and more labor, work being given during the year to 1,900 more hands, there being now on the pay roll of the six packing houses running 8,550 hands, paying out in wages $6,412,000 and for raw material $36,711,805, every cent of which was put in circulation in our city and section. And when we add to this the increased value of the manufactured product, it is safe to say that the value of our packing business is, in round numbers, $60,000,000 per annum. But its importance is far more reaching than yet shown. It not only furnishes our farmers and ranchmen with a ready market, right at home, for hundreds of thousands of cattle annually, millions of hogs, tens of thousands of sheep, but is the life of much railroad traffic and stock yards business, and indirectly, the means through which employment is furnished to thousands of hands at good wages and giving tenants to many houses and life to a vast retail trade.

Yet there are still greater things in store for this industry, as evidenced by the manner in which the trade territory tributary to Kansas City continues to grow in population. Those states and territories which are steady buyers of fresh and cured meats in our market have gained in population from 1880 to 1890 to the extent of 4,259,011, or 31 per cent. Yet much of the country west of the Missouri River is still sparsely settled. Oklahoma Territory and the new Indian lands being thrown open to settlement, comprising 4,665,000 acres and 13,000,000 more to be thrown open, with only 133,000 inhabitants and capable of supporting a greater population than is now in Kansas and Missouri, must obtain its meat supply from Kansas City. With this country filled up, the pastures stocked with cattle, the feed lots with hogs, and new towns and cities brought into existence and the older ones in our trade territory still greater grown, the possibilities of Kansas City as a meat center are still far from being realized.

stories and a cellar, and an ice house and chill-room with a capacity of 500 hogs per day was erected, and the capacity of the entire plant doubled. The panic of 1873 and the grasshopper plague of 1874-75 which laid waste this section of the country, while checking the growth of the packing business here, by no means discouraged this firm, which from the start has shown an abiding faith in Kansas City and the surrounding country. With 1876 a new era dawned. Immigration now commenced to pour into Kansas, and the entire western country commenced to gain population in a surprising manner and the packing business here grew rapidly apace. This year the firm decided upon further improvements and took steps to fit their house for packing the year round. An ice house 102x185 feet, three stories high, was built with walls three feet thick and chambered for the free circulation of air. The upper story 25 feet deep has a storage capacity 10,000 tons of ice. And through this mass of ice the cold air passed into the rooms below by a process known as Fisher's patent and a low temperature sustained in the hottest weather, rendering summer packing perfectly safe. The following year another ice house was built the same size and capacity as the first. In 1878 an addition, a rendering room, was made to one of the earlier buildings, 70x120 feet, and the business of the plant further facilitated. The buildings now covered two and a-half acres, exclusive of the office, smoke houses, ice houses, and saw mill and box factory, which occupied nearly as much more. Number of hands employed when running full force, 600; killing capacity, 1,000 cattle and 4,000 hogs daily. From November, 1877 to June 15th, 1878, seven and a half months, they packed 170,000 hogs and 18,000 cattle. They were now paying out $110,000 per annum in wages, using 3,000 tons of salt, 6,000 pounds of saltpeter and 1,000 pounds of sugar each year. But this was just the beginning. Business continued to grow, and with each succeeding year additions and improvements to keep up with the wonderful expansion of trade had to be made. In 1881 extensive chill rooms were fitted up and cooled through the medium of amoniatic gas and artificial ice manufactured, thus enabling them to run full handed the year round with perfect safety. And their business grew more surprisingly than ever, until in 1891 they worked 3.400 hands, paying out $1,250,000 per annum in wages. Their plant now covered thirteen acres, and in 1892 they killed 231,831 cattle and 644,113 hogs and 37,832 sheep. Their combined plants now covering 18 acres, and giving employment, when running full, to 5,000 hands, having a daily killing capacity of 5,000 cattle, 13,500 hogs and 4,000 sheep.

GEO. FOWLER, SON & CO. (Limited.)

Kansas City now began to attract the attention of the outside world as a packing point, and new houses were drawing here.



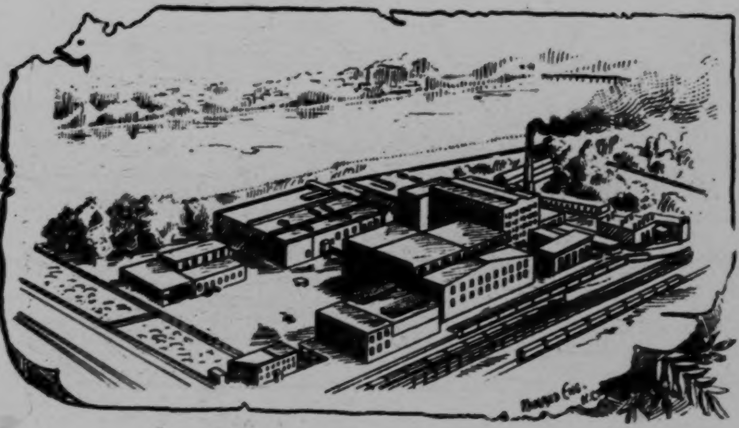
GEO. FOWLER, SON & CO.'S, LIMITED, PACKING PLANT.

Early in 1880 the Anglo-American Packing Co., of Atchison, Kans., bought the ground of the old Bigger packing house on James street, near the mouth of the Kaw river and erected an extensive and complete packing plant, and fitted it up with the most improved machinery, and commenced packing operations the same fall, killing the first year 350,000 hogs. In 1884 Geo. Fowler, the managing member of the firm, bought out his associates and river, and an extensive and complete packing plant erected at a cost of $500,000. Possessed of plenty of capital they pushed business actively from the start. Daily killing capacity of their house when first completed, 1,000 cattle, 2,500 hogs and 1,000 sheep. And they killed the first year 123,662 cattle, 10,369 calves, 110,207 sheep and 20,411 hogs; and steady employment was given to 183 hands throughout the year, exclusive of the office force, which made over 200, and $150,000 was paid out in wages. This was but the beginning, the growth of their trade necessitating improvements as the years rolled round until 1891, when their killing capacity had been increased to 1,500 cattle, 700 calves, 2,000 sheep and 3,000 hogs daily. And their total slaughter that year reached 215,582 cattle, 23,214 calves, 136,711 sheep and 205,006 hogs; and their number of hands increased to an average of 1,175 per week, exclusive of their office force, and $800,000 was paid out annually in wages and salaries. In 1892 their business was still further increased, they killing 270,235 cattle, an increase of 54,653 and 252,866 hogs, a gain of 33,545 over the year previous. As handsome as these figures are, they still hope for greater things, and are reaching out for new trade all the time, and further improvements and additions to their plant are being contemplated in the near future.

KINGAN & COMPANY.

In 1887 other important additions were made to the packing industry. Kingan & Co., limited, the Indianapolis, Indiana, and Belfast, Ireland, packers, opened a branch here under the management of Wm. J. Reid. It is one of the oldest and wealthiest houses in the country, Kingan & Reid, the founders of the house, being well known packers in Brooklyn, N. Y., as early as 1850, and later did an extensive business in Cincinnati, moving from there to Indianapolis, the present home of the parent house. The Reid Bros., the controllers of the Kansas City house, succeeded to their father's interest, and were raised in the business from their youth up. Buying fourteen acres of ground a little southwest of the Stock Yards on the west bank of the Kaw river they put up an extensive and complete packing plant and fitted it up with the latest improved machinery, spending $600,000 in permanent improvements, and at once entered actively into the manufacture of hog products. Especial attention was given to English cuts, and an extensive business done with the "Emerald Isle" and the United Kingdom, France and Germany. Some of their products were well known in India, Australia, and the Sandwich Islands forty years ago. Their first year's killing here reached 371,598 hogs, and employment was given to 700 hands, and $250,000 paid out in wages.

In 1888 the number of hands was increased to between 800 and 900, and $300,000 was spent in wages. Their meats having an established reputation before coming to Kansas City, a handsome and growing trade was soon established, and improvements and additions had to be made to meet their growing business. In 1891 attention was given to the killing of cattle as well as hogs, and a dressed beef addition added to the plant, having a killing capacity of 600 cattle per day. By the close of 1892 $700,000 had been spent in perfecting one of the most complete packing houses



KINGAN & CO.'S PACKING PLANT.

MEN WHO MADE THE TRADE.

The early builders of the packing interests here are for the most part out of business. Possessed of but moderate means, and the competition from other points harder to meet than now, they gradually gave way to larger and more powerful concerns, drawn here by the manifold advantages of Kansas City as a packing point for both cattle and hogs. Yet they did a glorious work in paving the way for others, who brought greater capital and through it developed one of the grandest packing industries in the world.

E. W. Patterson & Co. were the pioneers, coming in 1868. E. W. Patterson and William Epperson had previously been in the packing business in Indianapolis, Ind., and J. W. L. Slavens was a Kansas City man. They built a small stone house, where the Jacob Dold plant now stands; daily killing capacity 250 cattle and 1,000 hogs, and here the first cattle and hogs were killed in Kansas City.

The same year T. J. Bigger came here from New York and rented what was later known as the DuBois hide house, on St. Louis avenue just west of Hickory street, and packed hogs during the winter of 1868-9 in a small way. The following year he bought ground and built a house of his own where the Fowler packing plant now stands. Ex-Mayor J. J. Davenport was his office man.

In 1869 J. W. L. Slavens and William Epperson withdrew from the firm of E. W. Patterson & Co., selling their interest to Dr. F. B. Nofsinger, of Indianapolis, now postmaster of Kansas City, and the firm was changed to Nofsinger, Patterson & Co. In the winter of 1869 Dr. Nofsinger bought Mr. Patterson out and leased his house to Plankington & Armour who came here in the early summer of 1870 from Milwaukee and New York in quest of a location, and with W. P. Allcutt as Superintendent and Robt. Moody as head office man, formed that house which has figured so conspicuously in our packing industry ever since.

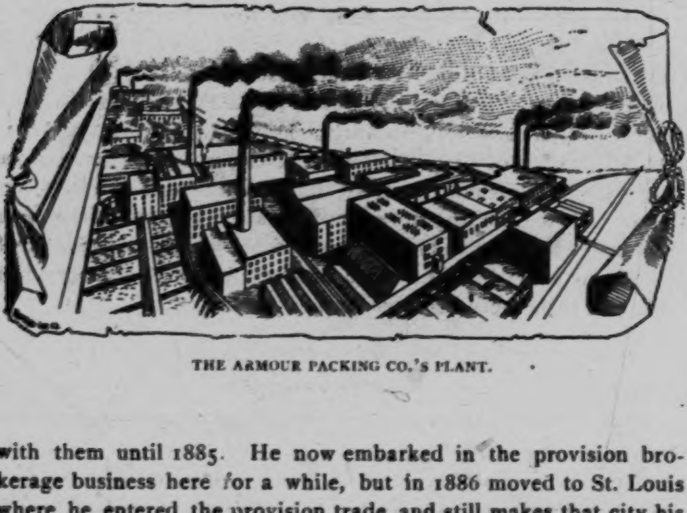
Mr. Patterson now withdrew from the packing business and entered the live stock commission business at the Yards. Wm. Epperson and J. W. L. Slavens in the meantime had brought J. C. Furgason, an Indianapolis packer out, and in 1869 formed a new packing firm, J. C. Furgason & Co., and built what is known as the Morrison Packing House, just east of Dold's; daily killing capacity 500 cattle and 1,500 hogs, At the end of the first season Wm. Epperson sold out his interest to Furgason & Slavens, who continued to operate the house. Mr. Epperson now withdrew from the packing business for a while.

In 1870 J. H. Mansur came here from Boston and packed some hogs through J. C. Furgason & Co. in the winter of 1870-1 and shipped their product to the "Hub", and kept this up for several winters. In 1874 he bought J. C. Furgason out, who returned to Indianapolis. And with J. W. L. Slavens and W. C. Oburn, the firm of Slavens, Mansur & Co. was formed and prosecuted the business more actively, killing both cattle and hogs on a larger scale and putting up canned meats. In 1878 Mr. Mansur sold his interest out to his partners and the firm became Slavens & Oburn, he going into the office of Plankington & Armour and is still with their successors, the Armour Packing Co.

ARMOUR PACKING CO.

In the early part of 1871, having completed a building of their own, (the beginning of the present mammoth plant of the Armour Packing Co.,) Plankington & Armour surrendered to Dr. Nofsinger his building, and in the fall of 1871 he formed a new packing firm with Alex. Baldwin, of Paris, Illinois, Geo. H. Tobey and Wm. Epperson as partners and did business under the firm name of Nofsinger, Tobey & Co., and remained in the trade up to 1875 when the firm was disolved, Mr. Baldwin returning to his former home in Illinois, Mr. Tobey going to Chicago, and Wm. Epperson out west to buy and ship range cattle to the Kansas City market. In the fall of 1875 the old

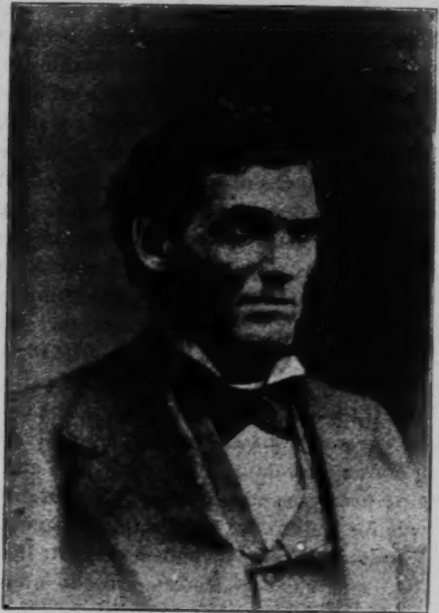
Nofsinger house was again opened, R. L. Harper, who had been hog buyer for Nofsinger, Tobey & Co. joining Dr. Nofsinger in a new firm, Nofsinger & Co., which ran for two years when Mr. Harper retired and went west and entered the ranch business in which he massed a fortune. In 1878-9 T. J. Bigger and Dr. Nofsinger were associated together for one season, but at its close Mr. Bigger left Kansas City for Leadville, Colorado, where he was engaged for a while in mining. But not meeting with the success expected returned to Kansas City and accepted a responsible position with Geo. Fowler & Son, and remained with them until 1885. He now embarked in the provision brokerage business here for a while, but in 1886 moved to St. Louis where he entered the provision trade and still makes that city his home. On the separation of Dr. Nofsinger and Mr. Bigger in 1879 the old Nofsinger house was leased the next season to A. W. Armour, the banker, who had just came out from Central New York, who operated it the winter season of 1879-80. In the summer of 1880 the house was sold to Jacob Dold, of Buffalo, N. Y., and Dr. Nofsinger retired permanently from the packing business. Slavens & Oburn continued in the business after the retire-



THE ARMOUR PACKING CO.'S PLANT.

ment of Mr. Mansur up to 1884 when they sold out to Jas. Morrison & Co., of Cincinnati, who operated a house here for several years, but on the death of the head of the house in Cincinnati, abandoned their branch here and the house is now leased to Morris & Butt as a cold storage and ice plant.

Following these two old houses in cronological order, comes

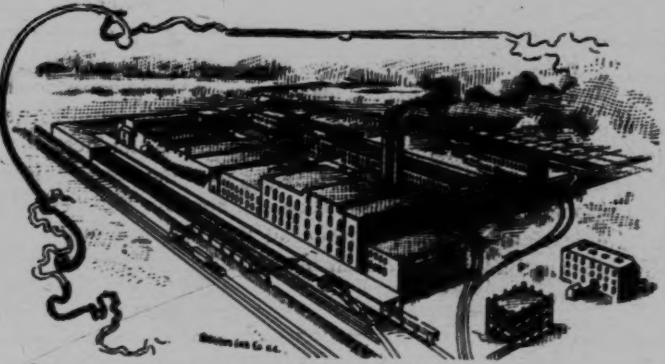


S. B. ARMOUR,
HEAD OF THE ARMOUR PACKING CO.

Plankington & Armour, which did its first packing in the old Nofsinger house the winter of 1870-71. In the spring of 1871 it broke ground at their present location and erected that summer their first building 160x180, two stories and a cellar, and the winter season of 1871-72 packed here 14,000 cattle and 30,000 hogs. In 1873 another building was put up, 144x192 feet, two pushed the business with increased energy, and became a close rival to Plankington & Armour, and did an extensive and successful trade, killing cattle, hogs and sheep; and it was only a few years before new buildings had to be put up and improvements made. In 1886 they killed 9,833 cattle and 428,550 hogs. The old ice houses were adandoned, and ice machinery was put in, they now running seven of the largest and most improved ones, thus defying the weather. Automatic hog scrapers were introduced and took the place with them of the old hand work, and to-day their plant is one of the most complete in the West. It covers sixteen acres, every one of which is used. Its daily killing capacity is 500 cattle 6,000 hogs and 1,000 sheep. They now

GEORGE FOWLER,
FOUNDER OF THE FOWLER PACKING HOUSE.

slaughter 500,000 hogs yearly. It employs on the average 700 hands and pays out $360,000 each year in wages and does a business of $6,000,000 per annum. In the spring of 1888 young Geo. A. Fowler was admitted as a member of the firm and its name changed to Geo. Fowler & Son, and it ran this way up to the summer of 1891, when another change was made and it became the Geo. Fowler, Son & Co., Limited. While the firm is still Geo. Fowler, Son & Co., the founder of the house is now dead, and this extensive establishment is managed by young Geo. A. Fowler, a man of only thirty-two years, but of fine business talents. And since taking charge has conducted this vast interest with signal success.

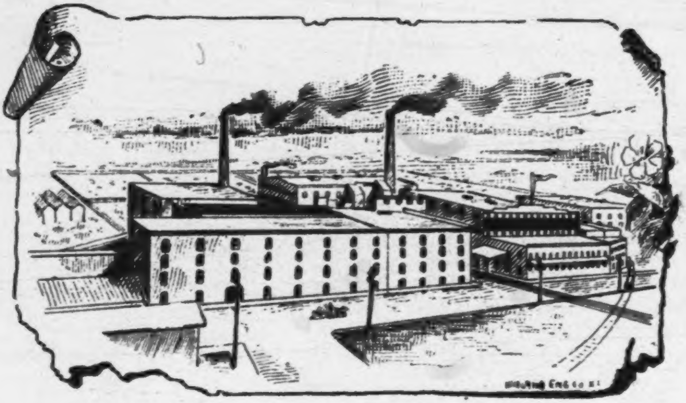


SWIFT & COMPANY'S PACKING PLANT.

SWIFT & COMPANY.

Two years later—in 1887—still greater and more important additions were made to the packing industry. Swift & Company, the great dressed meat men, of Chicago, opened a branch house here in Kansas City. Thirteen acres of land was bought in Armourdale, adjoining the Stock Yards on the West bank of the Kaw in the West. The number of hands employed was 1,000, and $350,000 was paid out in wages.

Their dressed beef is shipped to their own depots all over the South and East in their own cars, and now since they are handling beef, a superior article of butterine is being manufactured. Their silver shield hams and English cured breakfast bacon are well known throughout the country. The extent of their business is simply wonderful, the overturn of their combined plants being $25,000,000 per annum.



SCHWARZSCHILD & SULZBERGER CO.'S PACKING PLANT.

SCHWARZSCHILD & SULZBERGER CO.

The success of these houses soon attracted the attention of packers elsewhere, and in 1885 Morris & Butt, the well-known meat jobbers of St. Louis, moved here and bought thirteen acres of ground in Armourdale, and erected an extensive and complete packing plant, designed for killing both cattle and hogs; and on its completion entered actively into the manufacture of all kinds of meats. It was fitted up with the most improved machinery and every convenience for the economical handling of their trade.

They started on a moderate scale at first, but as the years rolled by they steadily increased their business. In 1887 they killed 10,550 cattle and 52,231 hogs. The year following their cattle slaughter had reached 63,951; but the number of hogs killed was only 43,009, they now giving more attention to the dressed meat trade than the manufacture of hog product. In the spring of 1891 Morris & Butt, or more properly speaking, the Kansas City Packing Company,—it having now become a joint stock company,—sold out to a number of wealthy Bostonians, and the Phœnix Packing Co. was organized. Mr. A. F. Nathan, a practical and experienced packer, at once took charge, and $76,000 worth of improvements were put on the plant; and for the first year worked 300 hands, and paid out $150,000 in wages. The number of hogs killed the first year was 6,054; number of cattle, 73,467, and 635 sheep. In 1892 a further expenditure of $28,000 in improvements was made, but otherwise the plant was run much as the previous year.

In January, 1893, the plant again changed hands, it being purchased by the millionaire cattle shippers and beef exporters, Schwarzschild & Sulzberger, of New York, who are over-hauling it and making extensive improvements and additions, and when completed will be one of the largest and most complete dressed beef plants in the West. They pay particular attention to the slaughter of heavy cattle for the export trade. The style of the firm here is the Schwarzschild & Sulzberger Co.

CHAPTER X.

FINANCES AT THE YARDS.

THE IMPORTANCE of the trade soon attracted the attention of the up-town banks, and the First National opened a branch at the Yards with W. H. Winants as manager in 1870. Its officers were: Howard M. Holden, President; Cashier, J. D. Bancroft, and M. W. St. Clair, Assistant Cashier. These gentlemen are all still with us, though many changes have taken place in their fortunes. With the panic of 1873 the First National went under, though the crash failed to crush the spirit of its officers. For two months it fought against the inevitable, and paid out over $1,000,000 on its obligations, but finally had to yield. Over $500,000 in stockmen's notes were among its assets, and it must be said to the credit of these men that in most every instance they were met and paid at maturity, though it worked a great hardship to many who had to sacrifice their cattle upon a demoralized market resulting from the strained condition of the finances of the country. But such was the high standing of this bank that assistance was at once offered it, and it again re-opened its doors with its capital increased to $500,000. With more and new money its business was enlarged, and it became an important factor in building up the live stock trade here. But after serving the stock interest faithfully for some years disaster again overtook it in 1877 and it went into liquidation.

The Mastin Bank soon followed the First National to the Yards, opening a branch there in 1873 under the management of M. R. Platt, and did a good business. After the final failure of the First National it succeeded to the entire business at the Yards.

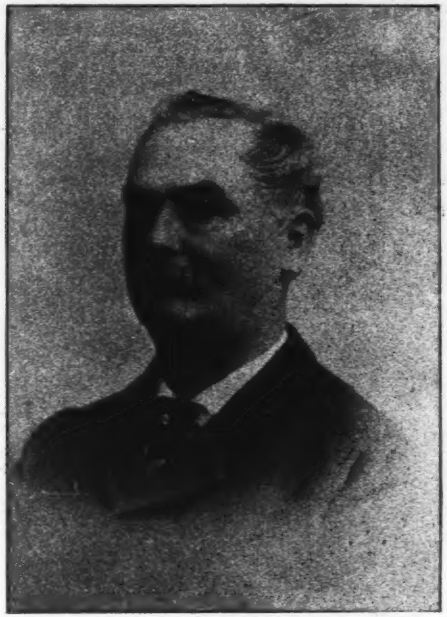
But it too met with reverses, and in August, 1878, closed its doors under the influence of the stringency in money matters of that year. While these banks are both out of existence, their officers are still with us, and have retrieved their lost fortunes. Howard M. Holden, Thomas H. Mastin, and M. W. St. Clair are retired capitalists. W. H. Winants is also rich, and Vice-President of the Midland National Bank. M. R. Platt is the noted Galloway breeder. John J. Mastin has been dead but a short while. He left a large fortune. J. D. Bancroft is an extensive lumber dealer and a man of means. But the departure of these men from the

(Photographed by Thomson.)

HOWARD M. HOLDEN,

PRESIDENT OF THE OLD FIRST NATIONAL BANK.

active conduct of the finances at the Yards, worked no especial injury to the live stock trade, as other and new banks had been established in the meantime, and the trade well looked after and furnished all funds necessary for its safe conduct and development. The old Bank of Kansas City (J. S. Chick, President, and Isaac Smith, Cashier, now the National Bank of Kansas City, J. S. Chick, President, and W. J. Anderson, Cashier,) was the first to open a branch at the Yards. Then came the Merchants National, (Frank Underwood, President, and J. M. Coburn, Cashier,) and the National Bank of Commerce (W. S. Woods, President, and Churchill J. White, Cashier).



(Photographed by Thomson.)

M. W. St. CLAIR.

In 1884 these banks merged their interests at the Yards, and the Stock Yards Bank was formed with a capital of $250,000. C. F. Morse, President, and M. W. St. Clair, Cashier.

In 1890 it was absorbed by the Inter-State National that was organized as a purely stockmen's bank with a paid-up capital of $1,000,000. Officers: J. J. Squier, President; M. W. St. Clair, Cashier. Mr. St. Clair, however, resigned the cashiership in the summer of 1892 and was succeeded by W. C. Henrici.

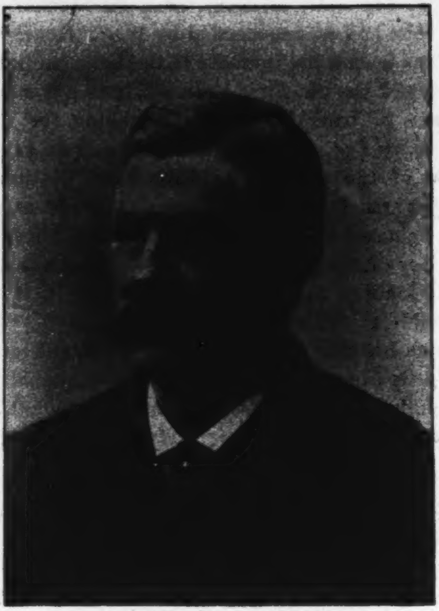
There has been a big increase in the bank capital at the Yards since the days of the old First National, and a wonderful swelling of the volume of bank business, it reaching for the year 1892 $400,000,000, or $33,333,000 per month, and $1,311,000 for each working day of the year. The Inter-State National's business alone for 1892 reached $239,786,000. A trade as marvelous as it appears originated by only sixty commission houses.

The policy of the present bank at the Yards is a conservative one. While lending aid to all who deserve it, it discriminates against all wild-cat and speculative schemes.

With such banking facilities and fostered and encouraged by the Stock Yards Company over three score commission houses are now successfully doing business here, and the extent and possibilities of the trade are such as never before dreamed of by the most sanguine.

J. J. SQUIER.

Few men in the financial world of Kansas City are better known than the subject of this sketch. Endowed with a talent for financering and a good judge of human nature his work in the banks has been crowned with conspicuous success and he has long stood at the head of some of our best and strongest financial institutions. He was born in Washington county, Pa., in 1836. He was educated in the common schools of his native town and at Green Academy, leaving the latter when eighteen years old to enter his father's business, and for the next five years did most of the buying for his chain of stores. At the end of this time he moved to Cambridge, Ohio, and embarked in business for himself. He remained here until 1864, meeting with good success. Wishing to enter a wider field of labor he sold out his interest in Ohio and invested in real estate in Chicago and St. Louis. In 1869 he located in the latter city and conducted an extensive wholesale hardware and stove business at 218 Lake street, and for four years pushed it with success. In 1868 he made his first investment in Kansas City, and in 1872 moved permanently here and operated in real estate and live stock and loaned money. In 1882, with a number of leading business men, he organized the Citizens National Bank and was its Vice-President for the first two years, and on the death of President Cooper he succeeded him, and was

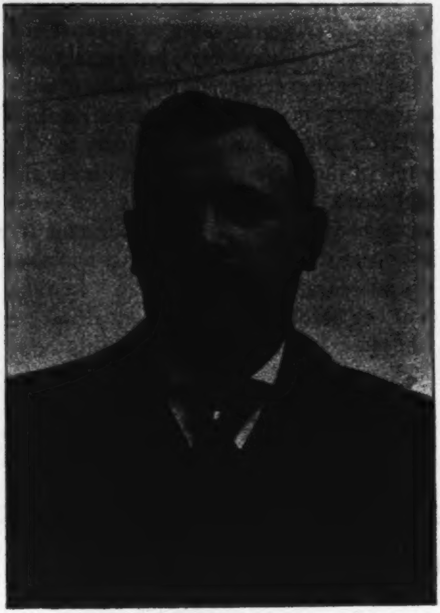


(Photographed by Thomson.)

J. J. SQUIER,

PRESIDENT INTER-STATE NATIONAL BANK.

its President up to 1890, when he resigned to organize and accept the presidency of the Inter State National Bank at the Stock Yards with capital of $1,000,000, which bank practically handles the live stock and packing interests of the New West. Its business for 1892 aggregated $239,786,000.



(Photographed by Thomson.)

W. C. HENRICI,

CASHIER INTER-STATE NATIONAL BANK.

W. C. Henrici is one of the conspicuous successes among the young bank officers here. Commencing at the bottom round of the ladder he, through force of character and his fine business talents, worked himself steadily up until he is now one of the trusted officers of one of the largest and best known National Banks in the Missouri valley. He was born in Brooklyn, N. Y., in 1858. He was educated in the private schools of his native city and in Germany. When eight years of age he was sent to Bremen and studied there until sixteen. At the end of this time he returned home and soon found employment in the dry goods stores of New York, and clerked in this branch of business until twenty. He then entered the produce trade and was with it for the next two years. In 1880 he came to Kansas City representing the finances of a New York firm of oleomargerine manufacturers, but remained with them but a short time. In 1881 he accepted a position with the packers, Slavens & Oburn, but remained with them only a short time when he went with the Jacob Dold Packing Company to fill a better position. In the fall of the same year we find him in the branch office of the National Bank of Kansas City at the Stock Yards, then under the management of Mat. W. St. Clair and it was under his tutelage that he was trained in the banking business. And it was not long before he was made assistant teller. In 1884 the different branch banks at the Stock Yards were merged into the Stock Yards Bank and he became teller of the new institution. In 1885 M. W. St. Clair resigned the cashiership to accept a similar position with the Trader's Bank up town. Peter Connelly succeeded him as cashier of the Stock Yards Bank and Mr. Henrici was made assistant cashier. On the organization of the Inter-State National Bank in 1890, the subject of this sketch was made assistant cashier, and on the resignation of Mat. W. St. Clair as cashier in January, 1892, he succeeded to his position and has held the office of cashier ever since.

CHAPTER XI.

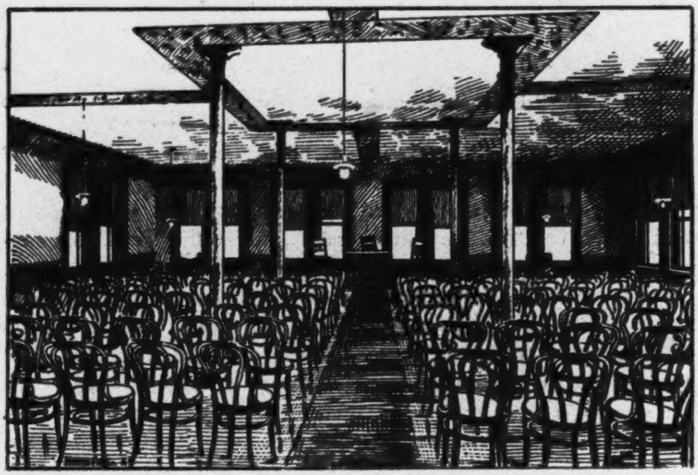
THE LIVE STOCK EXCHANGE.

THE RAPID growth of the trade and its ramifications reaching all parts of the country and all classes and conditions of men being drawn into it, the necessity of an organization looking to the suppressing of abuses and the upholding of business integrity and fair dealing became manifest.

And looking to this end a Live Stock Exchange was proposed and formed in 1886. Its membership was at first small but contained the most influential and enterprising firms at the Yards. Its influence from the start was such as to attract attention and other firms were drawn into it and in a few short months the Exchange was a pronounced success and established reality. The first subject to receive attention was that of hog docking. The old system had become one of such abuse as to demand its abolition and the establishing of one more equitable to the seller. The number of pounds to be shrunk was not changed, either in piggy sows or stags, 40 pounds to the sow being still held to and 80 pounds to the stag. But the wholesale and reckless docking, so often resorted to in previous years by buyers as a means of cheapening their hogs, was made impossible by the establishment of an independent inspection or docking department under the control of the Exchange.

Rules for its government was adopted, independent inspectors appointed and placed at each scale house, and referees elected and committees of appeals and arbitration elected. And with this departure the hog market at once received new life and strength, the new order of things giving confidence to both buyer and seller, and removing from the trade a source of much discord. And many other minor abuses about the Yards were corrected.

The great National Cattle Convention of 1887 was brought here through the influence of the Exchange, and was the most successful ever held. Its influence was also exerted and successfully in the matter of Texas cattle quarantine, and the keeping of Southern cattle separate and distinct in the matter of both cars and yards, until to-day it is absolutely safe to buy stock cattle out of the native division of the Yards here any month of the year.

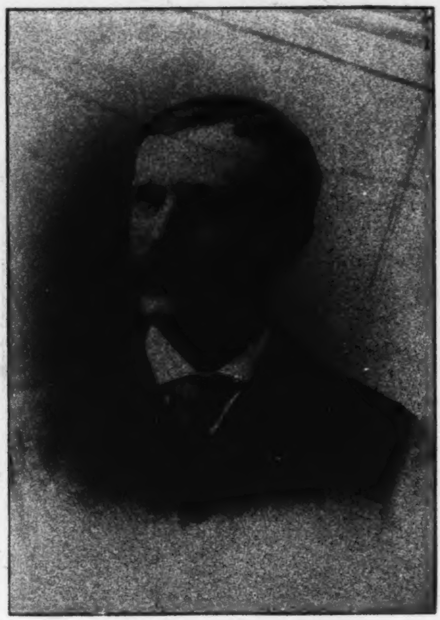


ASSEMBLY ROOM OF THE LIVE STOCK EXCHANGE.

The opening up of the Oklahoma country received warm support from it and the weight of its influence acknowledged by its friends in Washington.

But more important than any of these has been its advancement of the moral tone of the trade. The protection it has given Eastern buyers as well as country shippers. To do business at the Yards now one must be a member of the Exchange and pass a committee examination as to his personal as well as financial standing. Shyster and unprincipal traders are thus cut off and the safety and satisfaction of the trade greatly enhanced.

The first officers of the Exchange, 1886-7, were: C. F. Morse, President; S. B. Armour, Vice-President; Peter Connelly, Treasurer, and R. P. Woodbury, Secretary. Directors: C. F. Morse, L. A. Allen, G. W. Campbell, J. R. Stoller, R. C. White, S. B. Armour, Geo. R. Barse, Wm. Epperson, John F. Gregory, Wm. A. Rogers and A. J. McCoy.



(Photographed by Thomson.)

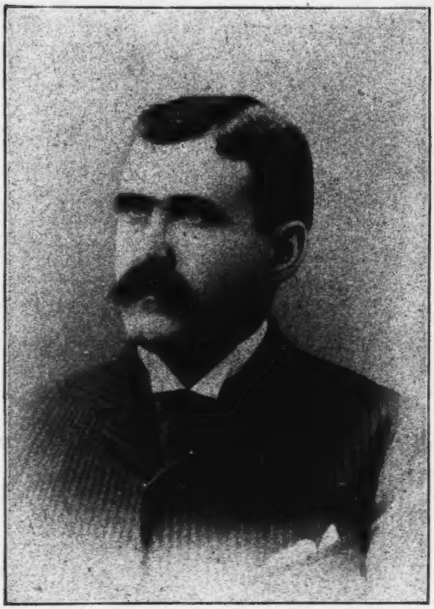
COL. C. F. MORSE,

PRESIDENT LIVE STOCK EXCHANGE 1886-'88.

For the year 1887-8 the old officers were re-elected and the Board of Directors made up as follows: C. F. Morse, L. A.

Allen, G. W. Campbell, J. R. Stoller, R. C. White, S. B. Armour, Geo. R. Barse, Wm. Epperson, J. F. Gregory, W. G. Peters and A. J. McCoy.

For the year 1888-9 the officers were: K. B. Armour, President; H. P. Child, Vice-President; Peter Connelly, Treasurer and R. P. Woodbury, Secretary. Board of Directors: K. B. Armour, Frank Cooper, M. S. Peters, F. O. Fish, M. D. Scruggs, H. P. Child, J. H. Waite, J. N. Irwin, F. M. Shirmer, J. E. Cole and J. W. Martin.



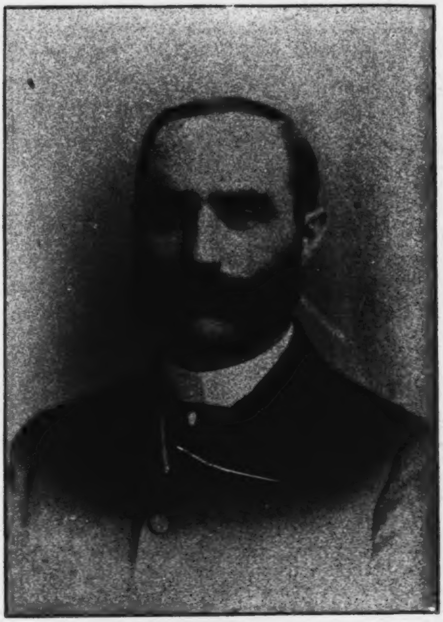
(Photographed by Thomson.)

K. B. ARMOUR,

PRESIDENT LIVE STOCK EXCHANGE 1888-'89.

For 1889-'90 the officers were: H. P. Child, President; M.

D. Scruggs, Vice-President; Peter Connelly, Treasurer, and R. P. Woodbury, Secretary. Board of Directors: H. P. Child, Frank Cooper, J. H. Waite, J. N. Irwin, J. W. Martin, M. D. Scruggs, J. E. Cole, M. S. Peters, F. O Fish, A. E. Beggs and C. C. Quinlan.



(Photographed by Thomson.)

H. P. CHILD,

PRESIDENT LIVE STOCK EXCHANGE 1889-'91.

For 1890-'91 the officers were: Frank Cooper, President; J. H. Waite, Vice-President; Wm. Henrici, Treasurer, and R. P. Woodbury, Secretary. Board of Directors: Geo. W. Campbell, Chester A. Snider, Ch. J. Bridgeford, A. E. Beggs, J. W. Martin, J. E. Cole, Zeb. F. Crider, John N. Payne and J. R. Stoller.

For 1892-3 the officers were: Frank Cooper, President; J. H. Waite, Vice-President; W. C. Henrici, Treasurer and R. P. Woodbury, Secretary. Board of Directors: Frank Cooper, J. H. Waite, Ch. G. Bridgeford, J. N. Payne, J. E. Cole, Chester A. Snider, G. W. Campbell, Zeb. F. Crider, J. R. Stoller, J. W. Martin and A. E. Beggs.

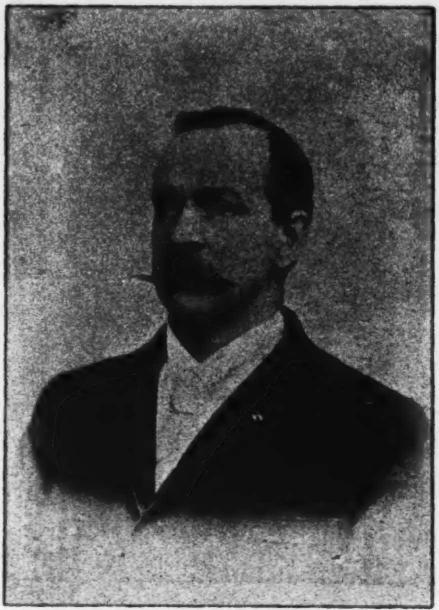
(Photographed by Thomson.)

FRANK COOPER,

PRESIDENT LIVE STOCK EXCHANGE 1891-'93.

It was these officers who made the fight against the American Live Stock Commission Company, and enforced its rules against it. The courts sustained the Exchange both here and in Chicago and recognized the usefulness and advisability of such bodies, and refused to restrain them in the exercise of their functions which were always exerted in the interest of higher and better trading, and made it possible for worth, in this as in other branches of trade, to receive due recognition.

The officers now, 1893, are: J. H. Waite, President; J. C. McCoy, Vice-President; W. C. Henrici, Treasurer, and R. P. Woodbury, Secretary. Directors: J. H. Waite, J. C. McCoy, Chester A. Snider, C. P. Baldwin, B. F. Baldwin, Zeb. F. Crider, Ch. G. Bridgeford, J. N. Payne, J. W. Martin, J. E. Cole, and A. E. Beggs.

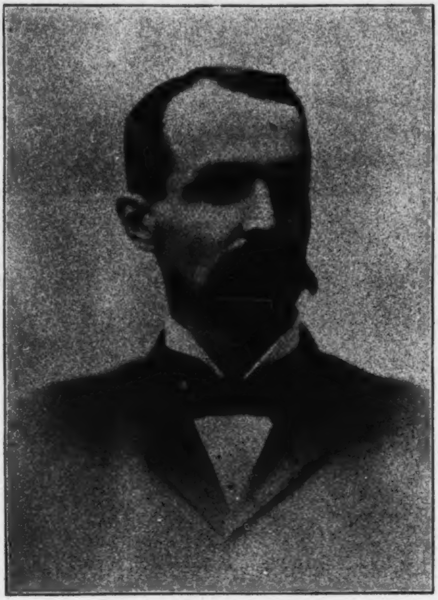


(Photographed by Thomson.)

J. H. WAITE,
PRESIDENT LIVE STOCK EXCHANGE 1893-'94.

R. P. WOODBURY.

The working success of the Exchange is due in no small degree to its Secretary who has always taken the liveliest interest in its well-fare, and by constant and unremiting work in his office and ever watchfulness for avenues through which its influence could be exerted to the good of the trade, kept alive an interest in it from the first, and has seen its membership grow from a few progressive men on the Yards in 1886, to include now every trader and operator of recognized standing, and its influence supreme and its rules both respected and feared. He was



(Photographed by Thomson.)

R. P. WOODBURY, SECRETARY.

born in Paris, France, in 1852, but when quite young his father, who was of the music publishing house of Huntington & Woodbury, of New York, moved his family to Norwalk, Connecticut and there young Woodbury spent his early boyhood. When twelve years of age he was sent to Williston Seminary, Massachusetts, and studied there four years. He then went to Europe and studied a year at Dresden and one in Geneva. At the end of this time he returned home. In 1875 he came West and located at Warsaw, Mo., and ran the Benton County *Democrat* for the next year. Receiving a good offer for it he sold it out in 1876 and returned East and entered Amherst College and graduated there in the class of 1878. He now again came West and bought the Osceola, Mo., *Sun* and ran it for a year and a half. In 1880 he sold it and came to Kansas City and reported on the *Daily Journal* for a few months and afterwards filled the positions of telegraph and news editor on the *Times*, and remained with that paper four years. Not liking night work he, in 1884, accepted the positions of commercial editor and editorial manager of the *Weekly Times*, holding them up to 1886, when he resigned to devote his entire time to the Secretaryship of the Live Stock Exchange.

◆

CHAPTER XII.

NEWSPAPERS AND NEWSPAPER MEN IN THE TRADE.

IN THIS wonderful trade building at the Yards, no one factor exercised a more potent influence than the live stock papers. And the part they played and the influence they exerted shall not soon be forgotten. Their ever keeping before the public the manifold advantages of Kansas City as a live stock center and packing point, and furnishing full and reliable reports of the markets to their patrons in the country and thereby invaluable aid to the dealers and the yard management in working out their plans and pushing their enterprises to success.

That the names of these faithful and ever willing workers, and those of their managers, may not be lost to history a short sketch is here accorded them.

The first in this field of labor was Henry Dixon, who in May, 1874, ushered into life the *Cattle Trail.* While it was accorded a generous support for the time, it was short-lived. Mr. Dixon deserted the field of journalism for that of elocution, selling out the *Cattle Trail* in October of the same year to E. W. Perry, and moved to Chicago. There he studied his chosen profession and won considerable reputation as an elocutionist. Mr. Perry, being a practical printer as well as newspaper man, pushed his paper now to success. Its field was widened; the street and produce markets were added to that of live stock and its name changed to *Cattle Trail and Price Current.* Shortly afterwards the title of *Cattle Trail* was dropped, and the *Kansas City Price Current* stood alone, and the first recognized live stock paper was given life. Its annual review of January 1st, 1875, was the best history of the live stock trade of Kansas City published up to that time. This stroke of newspaper enterprise at once brought the *Price Current* into general notice. In the spring of 1875 A. D. Simons was employed as reporter on it, and its pages were enlarged to keep pace with the business growth of Kansas City. In the fall of that year Mr. Perry sold an interest in the paper to P. D. Etue and A. D. Simons, and later the well-known printing house of Ramsey, Millett & Hudson joined them by purchasing his remaining interest. Under the new management Mr. Etue became business manager, Mr. Simons editor, and Ramsey, Millett & Hudson publishers, and the paper was pushed with increased energy and to success, and soon won a prominent position among the commercial papers of the West. After disposing of his interest here Mr. Perry moved to Chicago, and was the first editor of the *Daily Drovers' Journal*, and remained with that paper up to 1878 when he started the *American Stockman*. But this venture proved unsuccessful, and he sold it out and it became the foundation of the *Horseman*, the foremost horse paper in the West. Subsequently he became connected with the *Breeders' Gazette* as editor of its Jersey Department. And later wrote for one of the Chicago daily papers on agricultural matters. While thus employed he agitated the subject of a national association of stockmen for the purpose of promoting the welfare of the live stock interest, which idea was finally carried out and the National Cattle Growers Association organized. In 1886 he went to Honduras to study the beef production of that country. The outcome was the purchase, with associates, of the government of one million acres of land, and three years later the President of that Republic appointed him Governor of the Department of Mosquita, and he still makes that country his home.

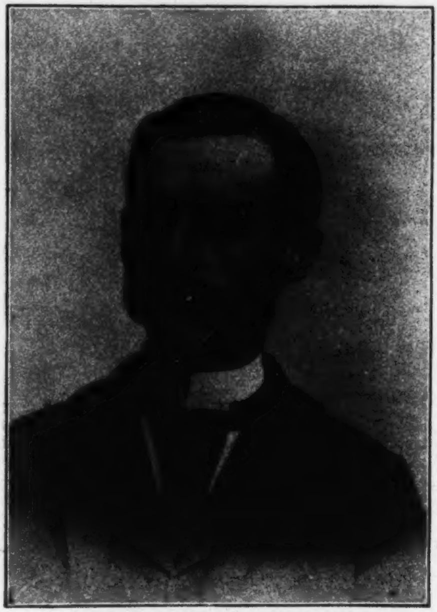
In the meantime the *Price Current* was growing here in patronage and influence and working up a strong sentiment in favor of the Kansas City live stock trade. At the close of 1876 Mr. Etue sold out his interest to Ramsey, Millett & Hudson. But Mr. Simons remained as its editor. Chas. E. Hasbrook in 1877 succeeded Mr. Etue as business manager, coming here from Booneville, Mo., where he had been running the *Advertiser*. In March of 1878, Mr. Simons withdrew from the *Price Current* and joined

P. D. Etue and Robt. Holmes, and they brought out the *Commercial Indicator* (now *Live Stock Indicator*) in opposition to the *Price Current*. Mr. Holmes retired from the paper in December of the same year, and Etue & Simons became sole proprietors. In 1882 F. D. Coburn, who had been Secretary of Agriculture of the State of Kansas, bought an interest in the*Indicator* and became editor-in-chief, and more attention was paid to the breeding interest. He remained with the paper up to 1887 when Mr. Etue purchased the Coburn interest and he and Simons again ran the paper. In 1891 Mr. Etue bought out the Simons interest, he removing to St. Louis, where he remained a year, but returned to Kansas City in 1892 and again became connected with the *Indicator*. From 1891 to 1893 Mr. Etue was sole manager of the paper, but April of the latter year sold out to H. C. Wallace, of Des Moines, Iowa, and is now out of the newspaper business.

With the retirement of A. D. Simons from the *Price Current*, Ramsey, Millett & Hudson and Chas. E. Hasbrook took complete control, the former as publishers and the latter as business manager.

In July, 1878, Cuthbert Powell was brought here from St. Louis and put in editorial charge and conducted it through its many changes, and it was through his instigation that the name was changed to the *Live Stock Record* and the breeding interest given that recognition in its columns that it so justly deserved. And during the boom period in cattle and the days of the Kansas City Fat Stock Show it won for itself an enviable position among the live stock papers of the West. The *Daily Live Stock Record*, the first daily paper at the Stock Yards, was started during his administration in June, 1882, and edited by him until its sale in 1885, when it became the foundation of the *Daily Drovers' Telegram*. After its sale he remained with the weekly *Record and Farmer* up to February, 1888, when he resigned its editorship and shortly after became commercial and live stock editor of the *Kansas City Daily Journal* and is still with that paper.

In the winter of 1879 Chas. E. Hasbrook left the *Price Current* and became business manager of the *Daily Times* and held that position for ten years, and much of the success that followed that paper during the decade from 1880 to 1890 was due to his enterprise and good newspaper management. During President Cleveland's first administration he was Collector of Internal Revenue here at Kansas City and made a most acceptable officer. He left Kansas City some time ago and is now the business manager of the New York *Advertiser*.



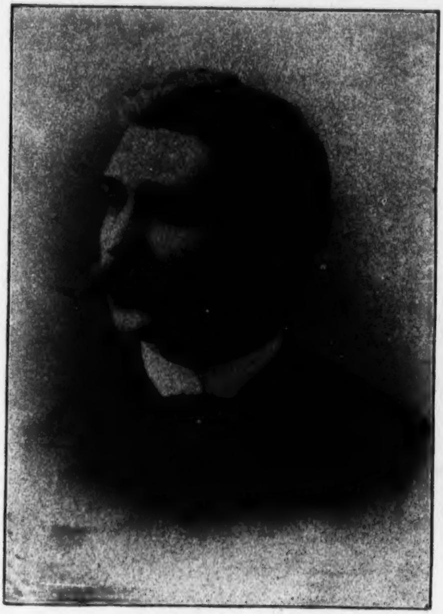
(Photographed by Thomson.)

CUTHBERT POWELL,

EDITOR LIVE STOCK RECORD AND FARMER, 1880-'86.

Eugene Rust, the present Superintendent at the Stock Yards, was business manager of the *Price Current* for a short time during the spring of 1879, but gave it up for the stock business.

Geo. B. Wightman followed him two years later as business manager, and while in that position developed into one of the best advertising men ever known in Kansas City, and remained with the paper until the summer of 1884 when he started the *Daily Drovers' Telegram* at the Stock Yards in opposition to the the *Daily Live Stock Record*. But having no capital his paper ran less than a year. He subsequently entered the real estate business and made a handsome fortune here during the "boom," but with its collapse lost it all. A few years ago he left the West and returned to his old home in Buffalo, N. Y., where he is now engaged in the real estate business.



(Photographed by Thomson.)

GEORGE N. NEFF.

In 1882 Jay H. Neff, then a young lawyer, was given the position of assistant editor of the *Daily Live Stock Record* and held that position until the paper was sold out in 1885, when he went with the purchasers, Marsh, Haydens, Pratt & Co., then publishers of the *Daily Drovers' Telegram* at the Stock Yards, and was given editorial charge. A year later this firm fell to pieces through internal dissentions, and in June of 1886 sold the paper to their editor, Mr. Neff, the only practical newspaper man among them. January 1st, 1887, Geo. N. Neff, his brother, joined him in the enterprise, and between them, through hard work and good management, brought success out of failure, and placed upon a firm foundation a paper that stands as a credit to themselves and the live stock trade, and is recognized as an authority on live stock matters throughout the West.

CHAPTER XIII.

TEXAS FEVER IN THE CATTLE TRADE.

THE DRIVING out of this dread cattle disease is the history of the development and filling up of the New West.

As early as 1849 Arkansas and Texas cattle were driven north to find a market and were not unknown in Central and Western Missouri. In those days the cattle trail came up through Southern Missouri and followed not far this side of the Ozark Mountains. Where Sedalia now stands was a resting place for Southern herds in those days and Booneville, Cooper county, was the first crossing point of the Missouri river. These cattle were grazed on the open prairies and finally found a market when fat at Hannibal, Quincy or Chicago, or to the freighters across the plains. Only the aged steer cattle were driven in those days.

But Texas fever, or what was thought to be bloody murrin, broke out among native cattle with which they came in contact, and farmers forced the drive further West, and in 1851 and 1852 the crossing of the Missouri river for Texas cattle was at Lexington. But Missouri was now filling up very fast and the Texas drover had to steadily give way to the farmer and seek a more westerly route, and Kansas City and Blue Mills Landing, just north of Independence, became the crossing point for Texas cattle from about 1852 to 1855.

Col. Jos. Davis, now of Vernon county, Missouri, bought a number of Texas cattle from one of these drives from the South in 1854 and grazed and wintered them in Henry county and met with good success in fattening them for market.

Mr. Joseph C. Irwin, one of the oldest and most extensive freighters across the plains in the early days, remembers seeing Texas cattle grazing south of where Westport now stands, as early as 1845. And a great many of these "long-horn" steers were bought for oxen and worked across the plains. They would place two tame oxen at the wheel and two in the lead and yoke the wild cattle in the middle and in this way they were easily broken. Some idea of the extent of this trade may be had when it is stated the freighting firm of Irwin, Jackman & Co. alone at one time ran 4,000 wagons across the plains, and six oxen to each wagon would make 24,000 cattle in the hands of this firm alone. There were other freighters, too, who worked a good many cattle and as it was no uncommon thing for contractors to sell cattle in the far west after delivering their freight, it is safe to say that 10,000 cattle were consumed yearly in this trade.

Capt. Jas. H. Payne, now on the market here, also remembers seeing Texas cattle in Missouri before the war, and about 1855 a herd spread Texas fever among native cattle in Clay county on what is known as Dougherty's prairie, and the next year cattle coming from the South were compelled to cross the river near Leavenworth and grazed in Platte and Clinton counties and there Texas fever broke out as it had done in previous years in more easterly counties.

The war put a stop to the driving of cattle from Texas. But with its close and the turning of the people to peaceful persuits, herds were again put on the trail for the northern and western markets.

In 1866 a number of Texas cattle came up through Southwest Missouri and sought Sedalia as a shipping point to the consuming market. But so much destruction was done to the native cattle in Southwest Missouri by Texas fever that the citizens interposed armed resistance to their passage through their country, and herds were stampeded and their owners mobbed. And to escape this vengeance the Texas drover had to turn his herds farther West and pass through Kansas, a newer and more thinly settled country. Baxter Springs in the Southern corner of Kansas, was made one of the first shipping points and many drovers headed their herds that way, while others went farther West and strengthened their cattle on the neutritious western grasses and marketed them later. A number of herds found an outlet via St. Marys, Kansas, crossing the Missouri river at St. Joe, and shipping their herds from that point up to 1869, when an act of the legislature shut "through" Texas cattle out of Missouri from March first to December first each year. The Texas cattle trail was now closed in this state. Since then "through" Texas cattle have only been permitted in Missouri between those months for slaughter.

But Kansas remained open to this trade much longer. The drive, however, as in this state, was steadily forced westward with the filling up of the country, and the trail finally closed.

As early as 1867 the Kansas legislature passed an act establishing a quarantine line on the sixth principal meridian, a line running due north and south from the southern boundary of the state, intersecting Wellington, Wichita and Newton, to a line parallel with the north line of Rice county, and those towns became shipping points for "through" Texas cattle in those days.

But it was not long before a change was demanded. In 1872 a new line was drawn following the Arkansas river from Wichita west to the southwest corner of Rice county, thence north to the northwest corner of said county and east along the north line of said county to a point little east of the southeast corner of Ellsworth county, thence north to a line parallel with the south line of Osborne county and west along the south line of said county to the southwest corner of said county, thence north along the west line of Osborne and Smith counties out of the state, taking in the counties of Harvey, McPherson, Rice, Saline, Ottawa, Cloud, Republic, Mitchell, Jewell, Osborne and Smith, but leaving out Ellsworth, Lincoln and Russell, and Ellsworth became the main shipping point for "through" Texas cattle that year.

This remained the quarantine line up to 1876, when other counties were taken in and exempt from Southern Texas cattle. The act that year started the quarantine line at the southeast corner of Sumner county, thence north along the west line of said county to a point a little north of the center of Kingman, thence west through Kingman, Pratt and Kiowa to the west line of Kiowa county, thence west along the west line of Edwards, Pawnee, Rush, Ellis and Rooks to the southeast corner of Phillips, thence west along the south line of Norton to the southeast corner of Decatur, thence north along the east line of said county to the north line of the state. The counties now being taken in being Sumner, Sedgwick, Reno, a part of Pratt, the whole of Stafford, Edwards, Pawnee, Rush, Barton, Ellsworth, Lincoln, Russell, Ellis, Rooks, Phillips and Norton, which were now exempt from "through" Texas cattle. By this act Wichita and Ellsworth were closed as shipping points for "through" Texas cattle, and Medicine Lodge, Caldwell and Dodge City became the headcenters of the Texas cattle trade.

A year later the line was again forced west, the starting point being at the southeast corner of Comanche county, thence north along the west line of said county to the southeast corner of Hodgeman, thence west on the south line of said county for about fifteen miles, thence north to the north line of said county, thence west to the southwest corner of Ness county, thence north on the west line of said county to the northwest corner thereof; thence east on the north line of Ness county to the northeast corner thereof; thence north on the west line of Ellis county to the southeast corner of Graham; thence west on the south line of said county to the southwest corner of said county; thence north to the southeast corner of Decatur county; thence west on the south line of Decatur to the southwest corner of said county; thence north on the west line of said county to the north line of the state. The new territory taken in by this line being the counties of Harper, Kingman, Barber, the south half of Pratt, the whole of Comanche, Kiowa, Ness and Decatur, and "through" Texas cattle were shut out of them forever. Dodge City and Hunnewell now became the shipping points for "through" Texas cattle.

Two years later, in 1879, the line was again changed. Its starting point was the same as in 1877, at the southwest corner of Comanche county and north along the west line of said county and Kiowa county to the Arkansas river, thence west to Dodge City, thence north to the south line of Ness county, thence west to the southwest corner of said county, thence north to the northeast corner of said county, thence east to the southwest corner of

Trego, thence north along the west line of Trego and Graham counties to the southeast corner of Decatur, thence west to the southwest corner of said county, thence north along the west line of said county to the north line of the state, taking in the northeast third of Ford and the whole of Trego county. The shipping points remained the same, Dodge City in Ford county and Hunnewell on the line of the Territory.

This remained the quarantine line up to 1883, when the counties of Meade, Ford, Gray, Garfield, Finney, Haskell, and the eastern half of Stevens, Grant and Kearney were taken in and exempt from "through" Texas cattle, and Dodge City was closed as a shipping point and all Southern herds driven west were headed for Hunnewell and Kiowa. Thus the Texas drover with his herds was gradually pushed out of the state, and his final expulsion effected in 1885, when the legislature passed an act prohibiting the driving of "through" Texas cattle into or through any county in the state between the first of March and the first of December of each year.

The National government had now taken control of the matter and an act looking to the regulation of the Texas cattle drive was passed by Congress in the spring of 1884 and its enforcement given to the Agricultural Department. But it was slow in getting to work, and it was not until the spring of 1889 that a danger line was completed and its requirements enforced.

The first order by the Secretary of Agriculture, Hon. J. M. Rusk, in reference to Texas or Splenetic fever was issued July 3rd of that year, stating that "Texas fever existed in all that country lying south and east of a line commencing at the northeasterly corner of the county of Crittenden, in the State of Arkansas, thence running in a northwesterly direction to the Osage Agency in the Indian Territory, and thence running southwesterly to the Rio Grande river at the intersection of the southeasterly corner of Presidio county in the State of Texas.

"No cattle are to be transported from said area to any portion of the United States north or west of the above described lines except in accordance with the following regulations:

"FIRST.—On unloading north or west of this line any cattle in course of transportation to be fed and watered on the way, the places where said cattle are to be fed and watered shall be set apart and no other cattle shall be admitted into said places. Once a week from the date hereof until the first day of December, 1889, these watering and feeding places shall be thoroughly cleansed and disinfected.

"SECOND.—On unloading said cattle at their points of destination the regulations relating to the movement of Texas cattle, prescribed by the Cattle Sanitary Officers of the State where unloaded, shall be carefully observed. The cars that have carried said stock shall be cleansed and disinfected before they are again used to transport, store or shelter animals.

"The cars used to transport such animals and the pens in which they are fed and watered shall be disinfected in the following manner:

"(*a*) Remove all litter and manure. This litter and manure may be disinfected by mixing with lime, diluted sulphuric or carbolic acid, or if not disinfected, it may be stored where no cattle can come in contact with it until after December 1st.

"(*b*) Wash the cars and the feeding and watering troughs with water until clean.

"(*c*) Saturate the walls and floors of the cars and the fencing, troughs and chutes of the pens, with a solution made by dissolving four ounces of chloride of lime to each gallon of water.

"The losses resulting yearly to the owners of northern cattle by the contraction of this disease from contact with southern cattle, and through infected cars, and by means of the manure carried in unclean cars from place to place, have become a matter of grave and serious concern to the cattle industry of the United States. It is necessary, therefore, that this cattle industry should be protected as far as it is possible by the adoption of methods of disinfection in order to prevent the dissemination of this disease.

"A rigid compliance with the above regulations will insure comparative safety to northern cattle and render it unnecessary to adopt a more stringent regulation, such as the absolute prohibition of the movement of Texas cattle except for slaughter during the time of year that this disease is fatal.

"Inspectors will be instructed to see that disinfection is properly done, and it is hoped that transportation companies will promtply put in operation the above methods."

This line not giving the full relief sought for it was changed in 1890 and extended including a greater portion of the Indian Territory whose local laws afforded no relief against infected Southern cattle. The order of Secretary Rusk of that year was issued February 24th and was as follows:

"You are hereby notified that a contagious and infectious disease known as Splenetic or Texas fever exists among cattle in the following described area of the United States:

"All that country lying south and east of a line commencing on the Mississippi river at latitude 36° 30′ North, thence running westward on that parallel of latitude, being the southern boundary of Missouri to the eastern boundary of the Indian Territory, thence running northward to the southern boundary of Kansas, thence westward along said boundary of Kansas to the 100th meridian of longitude, thence southward along said 100th meridian of longitude to the southern boundary of Childress county in Texas, thence westward along the southern boundary of the counties of Childress, Hall, Briscoe, Swisher, Castro and Parmer to the eastern boundary of New Mexico.

"From the 15th day of March to the 1st day of December, 1890, no cattle are to be transported from said area to any portion of the United States north, east or west of the above described line except in accordance with the following regulations: Provided, That these regulations shall not apply to any cattle taken into or through the State of Colorado for feeding purposes in accordance with the regulations of that State.

"FIRST.—When any cattle in course of transportation from said area are unloaded north, east or west of this line to be fed or watered, the places where said cattle are to be so fed or watered shall be set apart and no other cattle shall be admitted thereto.

"SECOND.—On unloading cattle at their points of destination, pens shall be set apart to receive them and no other cattle shall be admitted to said pens, and the regulations relating to the movement of Texas cattle, prescribed by the Cattle Sanitary Officers of the State where unloaded, shall be carefully observed. The cars that have carried said stock shall be cleaned and disinfected before they are again used to transport, store or shelter animals.

"THIRD.—Whenever any cattle that have come from said area shall be reshipped from any of the points at which they have been unloaded to other points of destination, the car carrying said animals shall bear a placard stating that said car contains southern cattle and each of the way-bills of said shipment shall have a note upon its face with a similar statement. At whatever point these cattle are unloaded they shall be placed in separate pens to which no other cattle shall be admitted.

"FOURTH.—The cars used to transport such animals and the pens in which they are fed and watered and the pens set apart for their reception at points of destination shall be disinfected in the following manner:

"(*a*) Remove all litter and manure. This litter and manure may be disinfected by mixing it with lime, diluted sulphuric acid, or, if not disinfected, it may be stored where no cattle can come in contact with it until after December 1st.

"(*b*) Wash the cars and the feeding and watering troughs with water until clean.

"(*c*) Saturate the walls and floors of the cars and the fencing, troughs and chutes of the pens, with a solution made by dissolving four ounces of choride of lime to each gallon of water. Or disinfect the cars with a jet of steam under a pressure of not less than fifty pounds to the square inch.

"The losses resulting yearly to the owners of northern cattle by the contraction of this disease from contact with southern cattle, and through infected cars, and by means of the manure carried in unclean cars from place to place, have become a matter of grave and serious concern to the cattle industry of the United States. It is necessary, therefore, that this cattle industry should be protected as far as possible by the adoption of methods of disinfection in order to prevent the dissemination of this disease.

"A rigid compliance with the above regulations will ensure comparative safety to northern cattle and render it unnecessary to adopt a more stringent resolution, such as the absolute prohibition of the movement of southern cattle except for slaughter during the time of year that this disease is fatal.

"Inspectors will be instructed to see that disinfection is properly done, and it is hoped that transportation companies will promptly put in operation the above methods "

In 1891 the danger line was dropped two counties south in western Texas, and ran as follows after leaving Kansas [that portion of it along the south lines of Missouri and Kansas being unchanged from its first establishment]: From the southwest corner of Clark county, Kansas, south along the east line of Lipscomb, Hemphill, Wheeler, Collings, Worth, Childress, Cottle and King to the southeast corner of King; thence west along the south line of King, Dickens, Crosby, Lubbock, Hockley and Cockran to the southwest corner of Cockran; thence south along the east line of New Mexico to the southeast corner of said territory. And the order of Secretary Rusk of that year, dated February 5th, prohibited transporting west and north of that line any cattle from the south of it, from the fifth day of February to the first day of December, 1891, except in accordance with the following regulations:

"1st. When any cattle in course of transportion from said area are unloaded north or west of this line to be fed or watered, the places where said cattle are to be so fed or watered shall be set apart and no other cattle shall be admitted thereto.

"2nd. On nuloading said cattle at their points of destination, pens shall be set apart to receive them and no other cattle shall be admitted to said pens; and the regulations relating to the movement of Texas cattle, prescribed by the Cattle Sanitary Officers of the State where unloaded, shall be carefully observed. The cars that have carried said stock shall be cleansed and disinfected before they are again used to transport, store or shelter animals or merchandise.

"3rd. Whenever any cattle that have come from said area shall be reshipped from any of the points at which they have been unloaded to other points of destination, the car carrying said animals shall bear a placard stating that said car contains southern cattle, and each of the way-bills of said shipment shall have a note upon its face with a similar statement. At whatever point these cattle are unloaded they shall be placed in separate pens, to which no other cattle shall be admitted.

"4th. The cars used to transport such animals and the pens in which they are fed and watered, and the pens set apart for their reception at points of destination, shall be disinfected in the following manner:

"(*a*) Remove all litter and manure. This litter and manure may be disinfected by mixing it with lime, diluted sulphuric acid, or, if not disinfected, it may be stored where no cattle can come in contact with it until after December 1st.

"(*b*) Wash the cars and the feeding and watering troughs with water until clean.

"(*c*) Saturate the walls and floors of the cars and the fencing, troughs and chutes of the pens, with a solution made by dissolving four ounces of chloride of lime to each gallon of water. Or disinfect the cars with a jet of steam under a pressure of not less than 50 lbs. to the square inch.

"The losses resulting yearly to the owners of susceptible cattle, both in the inter-state and export trade, by the contraction of this disease from exposure in unclean and infected cars and pens, and by means of the manure carried in unclean cars from place to place, and the threatened prohibition of our export trade by foreign governments because of the occurrence of this disease, have become a matter of grave and serious concern to the cattle industry of the United States. It is absolutely essential, therefore, that this cattle industry should be protected as far as possible by separating the dangerous cattle and by the adoption of efficient methods of disinfection.

"A rigid compliance with the above regulations will insure comparative safety to northern cattle and render it unnecessary to adopt a more stringent regulation, such as the absolute prohibition of the movement of southern cattle except for slaughter during the time of year that this disease is fatal.

"Inspectors will be instructed to see that disinfection is properly done and it is hoped that transportation companies will promptly put in operation the above methods."

No Texas fever having shown itself in 1891 in that section of western Texas west of Kent, Scurry, Mitchell and Tom Green counties, and north of Irion, Upton and Crane counties the danger line for 1892 was drawn so as to leave that section out of the infected district and allow the cattle owners from there to ship without restrictions. The line being run as follows: From the southwest corner of Clark county, Kansas, to the southeast corner of King county, Texas, thence along the south line of said county to the southeast corner of Dickens, thence south along the east line of Kent, Scurry and Irion, and along the south line of Irion, Tom Green, Upton and Crane counties to the Pecoes river, thence southeasterly along said river to the northwest corner of Vel Verde county, thence along its west line to the Rio Grande river.

The order of Secretary Rusk of that year prohibited the "transporting of any cattle north or west of that line, from the south of it from March 1st to December 1st, 1892, except by rail for immediate slaughter, and when so transported the following must be observed:

"1. When any cattle in course of transportation from said area are unloaded north or west of this line to be fed or watered, the places where said cattle are to be so fed or watered shall be set apart and no other cattle shall be admitted thereto.

"2. On unloading said cattle at their points of destination, pens shall be set apart to receive them, and no other cattle shall be admitted to said pens; and the regulations relating to the movement of Texas cattle, prescribed by the Cattle Sanitary Officers of the state where unloaded, shall be carefully observed. The cars that have carried said stock shall be cleansed and disinfected before they are again used to transport, store, or shelter animals or merchandise.

"3. All cars carrying cattle from said area shall bear placards stating that said cars contain Southern cattle, and each of the waybills of said shipments shall have a note upon its face with a similar statement. Whenever any cattle have come from said area and shall be reshipped from any point at which they have been unloaded to other points of destination, the cars carrying said animals shall bear similar placards with like statements, and the waybills be so stamped. At whatever point these cattle are unloaded they shall be placed in separate pens, to which no other cattle shall be admitted.

"4. The cars used to transport such animals, and the pens in which they are fed and watered, and the pens set apart for their reception at points of destination, shall be disinfected in the following manner:

"(*a*) Remove all litter and manure. This litter and manure may be disinfected by mixing it with lime or diluted sulphuric acid, or, if not disinfected, it may be stored where no cattle can come into contact with it until after December 1.

"(*b*) Wash the cars and the feeding and watering troughs with water until clean.

"(*c*) Saturate the walls and floors of the cars and fencing troughs and chutes of the pens with a solution made by dissolving four ounces of chloride of lime to each gallon of water. Or disinfect the cars with a jet of steam under a pressure of not less than fifty pounds to the square inch.

"5. It is expressly provided that cattle may be moved from those counties in the state of Tennessee which lie south of the line herein above described to those counties lying north of said line in said state, for grazing purposes, in accordance with the regulations of the authorities of the state of Tennessee.

"6. It is further expressly provided that cattle which have been at least ninety days in the counties of Coke, the eastern portion of Tom Green, Nolan, Fisher, Stonewall, Haskell, Knox and Hardeman, state of Texas, which lie within the above-described area, may be moved from said counties by rail into the states of Colorado, Wyoming and Montana, in accordance with the regulations made by said states for the admission of Southern cattle thereto: Provided,

"1st. That cattle from said area shall go into said States only for slaughter or grazing, and shall on no account be shipped from said states into any other state or territory before the 1st day of December, 1892.

"2d. That such cattle shall not be allowed in pens or on trails or on ranges that are to be occupied or crossed by cattle going to the eastern markets before December 1, 1892, and that these two classes of cattle shall not be allowed to come into contact.

"3d. That all cars which have carried cattle from said area shall, upon unloading, at once be cleaned and disinfected in the manner provided by these regulations.

"4th. That the State authorities of the States of Colorado, Wyoming and Montana agree to enforce these provisions.

"The losses resulting yearly to the owners of susceptible cattle, both in the inter-state and export trade, by the contraction of this disease from exposure in unclean and infected cars and pens, and by means of the manure carried in unclean cars from place to place, have become a matter of grave and serious concern to the cattle industry of the United States. It is absolutely essential, therefore, that this cattle industry should be protected as far as possible by separating the dangerous cattle and by the adoption of efficient methods of disinfection.

"Inspectors will be instructed to see that disinfection is properly done, and it is expected that transportation companies will promptly put into operation the above methods."

In 1893 the danger line and regulations remained the same as in 1892 with but two minor exceptions. The county of Pecoes in the state of Texas was included in the infected or quarantine district, and the law was put into effect February 15th instead of March 1st, as in 1892.

Hemmed about with these safe guards Texas cattle are no longer a menace and source of danger to the western breeder and ranchman, and for the first time in twenty years they feel secure against the dreaded Texas fever that worked such destruction in the early days of the western cattle trade.

CHAPTER XIV.

THE FUTURE.

SUCH TRADE building as recounted in the foregoing pages was never before witnessed in this country. And however startling the facts may appear they are nevertheless true; and the live stock interest of Kansas City, though wonderful in its growth, is the legitimate outcome of well directed energies of its traders and the surpassing productiveness of the surrounding country. If such wonderful things have been accomplished in the formative period of the trade here, what may not be expected in the future, with civilization now surrounding us on all sides, and a higher and better agriculture taking the place of the shiftless and wasteful policy of the earlier settlers of the country. An acre of land now producing twice the crops and caring for double the number of stock fifteen years ago. And while large herds have been reduced the number of farmers and small stockmen have greatly increased, thus multiplying the holdings of the country.

In the ten States and Territories directly tributary to Kansas City, and from which it draws supplies, there were in 1873 of cattle, 7,440,000; in 1882 there were 12,835,360, a gain of 72 per cent; and in 1891, nine years later, 22,098,884, another increase of 72 per cent.

In 1873 in the same States and Territories there were, 8,250,100 hogs; in 1882 14,853,505, a gain of 79 per cent; and in 1891 there were 19,403,322, an increase of 30 per cent. more.

Sheep, too, multiplied very fast during the same years. In 1873 there were 7,599,900, and in 1891 there were 12,107,488, an increase of 4,507,588; a gain of 59 per cent.

The breeders of horses and mules were also busy during these years of development of Kansas City's tributary country. In 1873 there were in it 2,536,300 horses and mules; in 1882 there were 3,820,609, a growth of 50 per cent , and in 1891 there were 5,555-, 638, an increase in the nine years of 95 per cent. more.

With such sources of supply the growth of our market here, while marvelous, was both natural and healthy, and the receipts and the value of stock handled here on the yards the past twenty years as given below, if startling, is nothing more than the legitimate outcome of the live stock industry of the New West.

	1872.	1882.	1892.
Cattle	236 802	439 671	1 470 078
Calves	....	....	92 077
Hogs	104 639	963 036	2 397 477
Sheep	6 071	80 724	438 268
Horses and Mules	2 648	11 716	82 505
TOTAL	350 160	1 495 147	4 480 405
Value	$9 175 071	$32 660 445	$73 077 168

The drawing together of the supply and demand as noted above, not only insured the building here of one of the greatest live stock markets in the world, but made it possible, through the manifold advantages of our city as a railroad center (furnishing unsurpassed facilities for the concentrating of live stock from off the farm and ranch, and the distributing of the manufactured product) to build a packing center unequaled with but one exception, either in this or the old world. And here, as in the growth of the yards, the increase of business has been marvelous, as witnessed below.

Number of live stock killed by packers in stated years since the opening of the yards:

	1870.	1877.	1887.	1892.
Cattle	21 000	27 363	160 290	676 725
Calves	....	....	....	51 256
Hogs	36 000	180 857	1 889 054	1 805 114
Sheep	....	14 004	106 365	218 909
TOTAL	57 000	222 224	2 155 709	2 752 004

Since the opening of the first packing house here in 1870, giving employment to less than a hundred hands, killing but 57,000 cattle and hogs and doing a business of $300,000, the packing industry has steadily grown until 1892 there were operating here six of the most extensive packing plants in the country, giving employment to 8,500 hands, paying out in wages $6,412,000 per annum, and killing 2,752,004 cattle, calves, hogs and sheep, and doing a yearly business of $60,000,000.

If such achievements were possible with much of Kansas City's tributary country sparsely settled, and there still being room for double the population in every State and Territory west of the Missouri river, who can tell what will be the development of the live stock industry in the trans-Missouri country and the trade building here at the yards and among the packers the next ten years? No city or section holds out so many inducements for the investment of capital and the profitable employment of one's energies as this.

The natural increase in population alone must guarantee a steady and handsome growth in the packing industry, and as a large per cent. of the receipts of cattle, calves, hogs and sheep are now taken by our packers, greater supplies must be had at the yards to meet the increasing demand.

Population of tributary States as shown by the last three censuses:

STATES.	1870.	1880.	1890.	1900.*
Missouri	1 721 295	2 168 380	2 679 184	3 295 896
Kansas	364 399	996 096	1 427 096	2 040 747
Nebraska	122 993	452 402	1 058 910	2 477 844
Colorado	39 864	194 327	412 198	873 849
New Mexico	91 874	119 565	153 593	195 509
Arizona	9 658	40 440	59 620	87 641
Texas	818 579	1 591 749	2 235 523	3 129 732
TOTAL	3 168 662	5 562 959	8 026 124	11 226 959

*Estimated at the same rate of increase as from 1880 to 1890.

Growth in population of tributary States the past twenty years:

STATES.	Increase from 1870 to 1880.	Increase from 1880 to 1890.
Missouri	447 065— 25 per cent.	510 804— 28 per cent.
Kansas	681 697—173 per cent.	431 000— 48 per cent.
Nebraska	329 409—267 per cent.	606 508—134 per cent.
Colorado	154 468—387 per cent.	217 871—112 per cent.
New Mexico	27 691— 30 per cent.	34 028— 28 per cent.
Arizona	30 782—318 per cent.	19 180— 47 per cent.
Texas	773 170— 94 per cent.	648 774— 40 per cent.
TOTAL	2 394 297—75 per cent.	2 468 165—44 per cent.

Area of the States making up Kansas City's territory, and the number of acres per capita 1870 and 1890, showing the filling up of the country:

STATES.	Area Acres.	No. of Acres Per Capita.		
		1870.	1890.	1900.*
Missouri	41 824 000	24	15	12
Kansas	52 043 320	142	36	25
Nebraska	48 636 800	395	46	27
Colorado	66 880 000	1679	162	76
New Mexico	77 568 640	844	505	396
Arizona	72 906 240	7549	1223	832
Texas	174 587 840	214	74	56

*Allowing the same increase in population as in previous years.

These tables taken from the official reports at Washington tell of a future for the live stock trade and packing industry of Kansas City even more brilliant than the past. The filling up of the immediate surrounding territory means a most vigorous growth in the trade. But this is not all. The lower Mississippi states and the South Atlantic states, with direct railroad connection with Kansas City have been recognized as legitimate trade territory for some years.

The states of Missouri, Kansas, Nebraska, Colorado, New Mexico, Arizona and Texas made an increase in population from 1880 to 1890 of 2,463,165, or 44 per cent.; and the states of Arkansas, Mississippi, Tennessee, Alabama, Georgia, South Carolina, Louisiana and Florida, 1,710,643.

In the first named states and territories this growth in population brought with it a two-fold influence upon the trade here, representing an increased production as well as consumption of meat products. And at the South the gain in population furnished much new demand from that section for both fresh and salt meats.

The present system of refrigerator transportation and cold storage, enabling packers to overcome all weather obstacles, and furnish their meats as sweet and sound in the semi-tropics as at their very doors.

It is hard to predict the future of such a trade as that at the yards here, with such resources at its command. The natural increase in population means a steady and handsome growth in the trade here. In the western states and territories named above, directly tributary to Kansas City, the same per cent. of increase in population the present decade, as in the one closing with 1890, would give us in 1900 4,074,697 more souls to feed. But as Nebraska gained 1,418,938 in population between 1880 and 1890, a phenominal growth, it is not likely it will repeat such a growth the present decade. Allowing half such a gain for that state there will be in the states and territories named above 3,365,228 more people at the end of the present ten years. This means at a low estimate, an annual consumption of the product of 932,000 cattle of 1,200 pounds average or their equivalent in hogs or sheep. And in the Southern states named above, allowing the same per cent. of increase as between 1880 and 1890 there would be at the end of present ten years a gain in population of 1,710,643, furnishing new demand for meats from that section equal to the product of 473,000 cattle of 1,200 pounds average.

But the dressed meat and provision trade is even more far reaching than this. The northwest and far west are both liberal buyers in the Kansas City market, and much foreign trade is done from this point. Two of the largest packing houses send most of their hog product abroad, and the Schwarzschild & Sulzberger Co. make weekly shipments of dressed beef to the London market.

As startling as these figures may appear they rather under than over estimate the position of the trade.

From 1882 to 1892 the receipts at the yards of all kinds of live stock increased from 1,495,147 to 4,439,405, or 197 per cent. But this will hardly be repeated the coming ten years, though should not half this growth be made? If so the receipts at the yards of all kinds of stock in 1902 will be 8,812,218 which means the doubling of business in all lines. The employment on the yards of 600 hands instead of 300 as now; the increase of the railroad employees connected with the trade from 850 to 1,700, and a swelling of the ranks of the commission men and their helpers from 840 to 1,680, and the employment at the packing houses of 17,000 hands in the place of 8,500 as now.

But this exhibit, if a startling one, leaves the story but half told. Allowing but three to a family, a conservative estimate, and we have 62,940 as the number of people furnished direct support by the live stock and packing interests at the end of ten years.

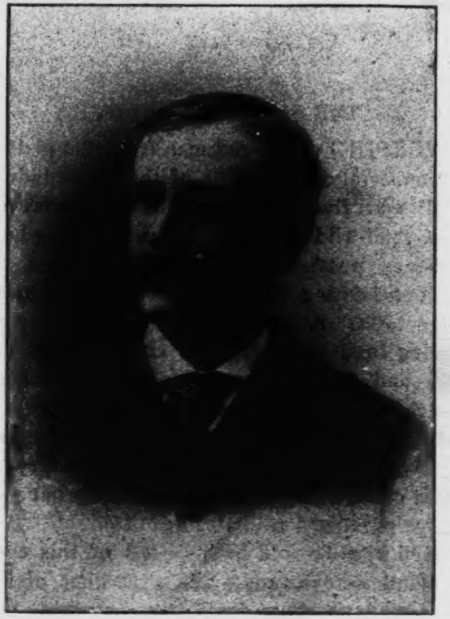
CHAPTER XV.

THE FAT STOCK SHOW.

THE SWEEPING of the red man from the plains, the rapid and wonderful development of the cattle industry west of the Missouri river, and hundreds of fortunes made in that country in the semi-wild cattle of Texas, the long-horns, a leggy and angular beast, possessing but one native merit, that of hardiness, made it an inviting field for the breeders of pure bred cattle of the older states. A few of the more enterprising and richer ranchmen having bred some of their cows to pure-bred bulls as early as 1880, and the half-breed produce proving such an improvement on the native stock, and so much more profitable, a general breeding up of western cattle at once set in. Kansas City being the gateway to the southwest ranch country, and headquarters of the cattle kings of that section, at once became the center of a large pure-bred cattle trade.

Not satisfied with the old beef breeds of this country, England and Scotland were invaded and a number of importations from the finest herds of those noted beef countries were brought over, to the great profit of their owners, and the delight of the western cattle men. By 1883 the Shorthorn, the Hereford, the Aberdeen-Angus and Galloway were all here and the battle of the breeds had fairly opened. Each had its admirers and champions. All were possessed of merit, but differing more or less one from the other. As beef is the prime object with the western cattle man, that breed that combines the greatest thrift in growth with the best quality of beef must hold most of the western trade. Enthusiasm running high and everything in the cattle line making money, better methods in handling and feeding cattle for market were demanded.

And to teach these and to test the feeding qualities of the different beef breeds now seeking public favor, a fat stock show was demanded and had. A number of the more enterprising breeders and feeders of this city and section met at the Metropolitan hotel September 28, 1882, and discussed the ways and means for such a show. There were present M. R. Platt, the Galloway breeder, A. B. Matthews, the importer and breeder of Aberdeen-Angus and Galloways, S. C. Duncan and his brother, H. C. Duncan, Short-



(Photographed by Thomson.)

COL. C. F. MORSE,

PRESIDENT KANSAS CITY FAT STOCK SHOW ASSOCIATION.

horn breeders of Clay and Clinton counties, Missouri, B. F. Gordon, of Clay county, A. and L. Leonard, of Saline county, Missouri, Wm. Watson, a Scotch Aberdeen-Angus breeder, and W. A. Harris and J. F. True, of Kansas, Shorthorn breeders, and Chas. Gudgell, the Hereford and Aberdeen-Angus breeder, of Independence, Mo. Before adjournment it was unanimously resolved to hold a fat stock show the following year.

(Photographed by Thomson.)

E. E. RICHARDSON,

TREASURER KANSAS CITY FAT STOCK SHOW ASSOCIATION.

The project was at once taken up by the live stock press of the city, both the *Record and Farmer* and *Live Stock Indicator* supporting it warmly, and by December had worked up a strong sentiment in its favor. A meeting was called for the fourth of this month to be held at the Metropolitan hotel to take steps for the organization of the Kansas City Fat Stock Show Association. It was well attended. C. F. Morse, manager of the Kansas City Stock Yards, was chosen president, and E. E. Richardson, of the same institution, secretary. Subscription committees were appointed, and within two weeks $2,025 of the $5,000 capital stock had been subscribed. The stock yards people were especially liberal in their support both in time and money. A. J. Gillespie, A. J. Snider, L. A. Allen and Jas. H. Payne being most active in its behalf.

By the opening of 1883 the working for the show among breeders had fairly begun. Col. Ed. Haren was appointed secretary to succeed Mr. Richardson, who was made treasurer, and assumed active charge of the office and did much work in the country among the breeders and feeders. As early as May sufficient funds had been pledged to authorize the issuing of a premium list, and premiums to the extent of $3,000 agreed upon and the date of the show set for November 8th. The Stock Yards company generously fitted up show grounds free of charge in the old Riverview Park where the Kansas City Stock Yards Horse and Mule Market now stands. And here for five years were shown some of the handsomest, smoothest and best finished beeves that were ever led into a show ring.

The show was opened on the date named without ceremony. The secretary, Col. Haren, however, had worked up much interest and there were a goodly number of breeders in attendance from all parts of the Union, and a good many ranchmen and western feeders. The force on the grounds was well chosen and the show a pronounced success, though the first ever held by our people. R. Y. Johnson, of Lawrence, Kansas, was made superintendent and W. S. White assistant superintendent and filled their offices to the satisfaction of all.

The numerous stalls were filled from the start with bovine beauties. All beef breeds were on exhibition and royally represented. The Shorthorn, the Hereford, the Aberdeen-Angus, the Galloway, the Holsteins and Grades all competed for premiums and did splendid show duty to the delight of the visitors and profit of the breeder and feeder.

The science of feeding as applied to every day life was here seen in all its grandeur. And a new era had dawned upon the western cattle interest. Things heretofore unseen in this part of the country and only dreamed of by our most progressive farmers were realized, and science in cattle feeding became a living reality. Breeders of the older, as well as the newer states met here to see and learn, and such an object lesson in cattle feeding was given as seldom seen in this or any other country. And as surprising as was the beauty and perfection of the animals on exhibition, even more surprising was the fact that many, if not most of them, were entered by men who had never before seen a fat stock show; thus demonstrating the aptness of the western breeder, and readiness with which he adapted himself to new methods and teachings in his chosen calling.

The show was a full success, and to the breeding and feeding interest of great value. And for its happy termination much credit is due Secretary Haren. He was ever watchful and solicitous as to the welfare both of the exhibitor and visitor. And praise is due H. C. Duncan, Jas. A. Funkhouser and Mr. Epperson, of the executive committee, who exerted their great influence among breeders in behalf of the show, and gave themselves up to it during the show week, rendering invaluable services on the grounds, serving the Association in one capacity and another to its close and without remuneration.

The battle of the breeds was fought by the Shorthorns, the Herefords, the Aberdeen-Angus and Galloways, and in each ring the struggle was a hard one. In the two-year-old sweepstakes ring with 22 entries, the Hereford steer Tuck won. He was a royal youngster, but had to fight hard for the honors as his rivals among the Shorthorns and Aberdeen-Angus were well worthy "of his steel." The three year ring was small but a fine one, twelve beauties comprising its make up; there being two Herefords, two Galloways and eight Shorthorns. Here, as in the previous ring, the Hereford won after a long and hard fight, the premium going to Benton's Champion, a very smooth and beefy steer, thick in the region of the loins, smoothly fatted and well fleshed down his legs.

The grand sweepstakes, however, went to a Shorthorn in a ring of nine, two Herefords and seven Shorthorns. After a long struggle the premium was awarded to the Shorthorn steer Starlight, an aged beef, but splendidly fatted and ripened, fleshy and full without being "over-done" and possessing every requisite for profitable killing.

The sweepstakes for the best carcass also went to a Shorthorn in a fight against a Galloway. But while the winner killed out more profitably the latter made most excellent beef.

SWEEPSTAKES.—Best Steer Spayed or Barren Heifer, one year and under two.

1883.	Age in days, November 1, 1883	Weight, November 1, 1883	Av. gain per day in lbs. since birth.
C. S. Barclay, Shorthorn	481	1006	2.08
C. S. Barclay, Shorthorn	590	1245	2.11
J. R. Peak & Son, Shorthorn	544	1150	2.11
Thomas Clark, Hereford*	567	1827	3.34
Thomas Clark, Hereford	526	1240	2.35
W. H. Fulkerson, Shorthorn	628	1202	1.58
W. H. Fulkerson, Shorthorn	606	1225	2.00
Morrow & Renick, Shorthorn	706	1630	2.30
Morrow & Renick, Shorthorn	667	1485	2.22
Morrow & Renick, Shorthorn	682	1452	2.12
Morrow & Renick, Shorthorn	657	1252	1.95
Morrow & Renick, Shorthorn	685	1306	1.90
Morrow & Renick, Shorthorn	662	1232	1.86
Seabury & Sample, Hereford	675	1355	2.00
J. H. Potts & Son, Shorthorn	627	1350	2.15
A. H. Cravens, Shorthorn	701	1425	2.05
E. B. Millett, Shorthorn	552	1082	1.96
F. W. Smith, Hereford	599	1320	2.20
F. W. Smith, Hereford	596	1455	2.44
F. W. Smith, Hereford	560	1290	2.30
F. W. Smith, Hereford	564	1425	2.52
Gudgell & Simpson, Aberdeen-Angus	526	1245	2.36

*Premium to Thomas Clark's Hereford Steer, Tuck.

SWEEPSTAKES—Best Steer, Spayed or Barren Heifer, two years and under three.

1883.	Age in days, November 1, 1883.	Weight, November 1, 1883.	Av. gain per day in lbs. since birth.
A. A. Crane, Hereford	1033	1735	1.68
C S. Barclay, Shorthorn	780	1545	1.77
C. S. Barclay, Shorthorn	870	1565	1.79
J. R. Peak & Son, Shorthorn	927	1577	1.70
Joseph Duncan, Jr., Shorthorn	1001	1850	1.84
Fowler & Van Natta, Hereford*	911	1885	2.06
J. H. Potts & Son, Shorthorn	958	1810	1.88
A. M. Rogers & Son, Shorthorn	870	1675	2.04
A. B. Matthews, Galloway	1018	1435	1.41
A. B. Matthews, Galloway	1078	1535	1.42
E. B. Millett, Shorthorn	964	1550	1.60
S. E. Ward & Son, Shorthorn	940	1380	1.46

*Premium to Fowler & Van-Natta's Hereford, "Benton's Champion."

GRAND SWEEPSTAKES—Best steer, spayed or barren heifer in the show.

1883.	Age in days, November 1, 1883.	Weight, November 1st, 1883.	Av. gain per day in lbs. since birth.
Thos. Clark, Hereford	526	1240	2.35
Fowler & Van Natta, Hereford	911	1885	2.06
J. H. Potts & Son, Shorthorn*	1382	2170	1.57
J. H. Potts & Son, Shorthorn	1312	1720	1.30
S. H. Trice, Shorthorn	1617	2187	1.35
S. H. Trice, Shorthorn	1649	2300	1.38
J. R. Peak & Son, Shorthorn	1551	2472	1.70
J. R. Peak & Son, Shorthorn	1690	2385	1.41
G. W. McClure & Bro., Shorthorn	1636	3020	1.84

*Premium to J. H. Potts & Son's Shorthorn Steer Starlight.

SWEEPSTAKES—Best carcass steer spayed or barren heifer of any age.

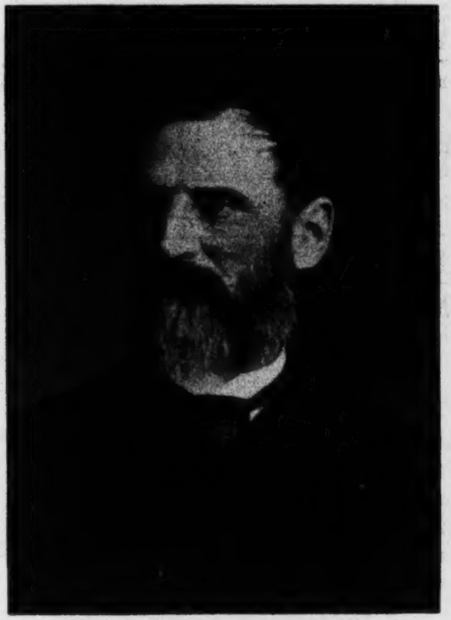
1883.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
W. H. Fulkerson, Shorthorn*	744	1155	1.53
A. B. Matthews, Galloway	1782	1505	.89

*Premium to W. H. Fulkerson's Shorthorn Steer.

COL. EDWARD HAREN.

Much of the success of these shows was due to the interest and enthusiasm he worked up among western breeders for them, and the financial support contributed it through his untiring efforts. He was born in St. Clair county, Ills., July 7th, 1834. When he was one year old his parents removed to St. Louis, where he attended the public and private schools. After several terms at a private school in Franklin county, Mo., he entered the St. Louis University, which he left after the great fire in St. Louis in May, 1849, to be employed in his father's office. In 1850 he was engaged in the preliminary surveys of the Missouri Pacific Railroad, and in the following year in the location of that line along the Merrimac river. He crossed the plains in 1853, starting from Kansas City. Returning to St. Louis in the latter part of 1854, he again engaged in the business of surveying and civil engineering. Later he was employed in the U. S. Surveyor General's office in St. Louis and just prior to the war was Deputy U. S. Marshall under Gov.

Hancock Jackson. He was Second Lieutenant in Bowen's Second Regiment, Missouri State Guard, at Camp Jackson. Escaping arrest when Camp Jackson was captured, he joined Gov. Jackson's forces at Jefferson City. At Booneville he became Assistant Quartermaster General of the State of Missouri under Gen'l James Harding, and received the rank of Colonel. He resigned this position when the Missouri troops were organized into the Confederate service. Being incapacitated at this time for active service in consequence of a wound previously received, at the suggestion of Gen'l Little he accepted the position of sutler to the First Mis-



(Photographed by Thomson.)

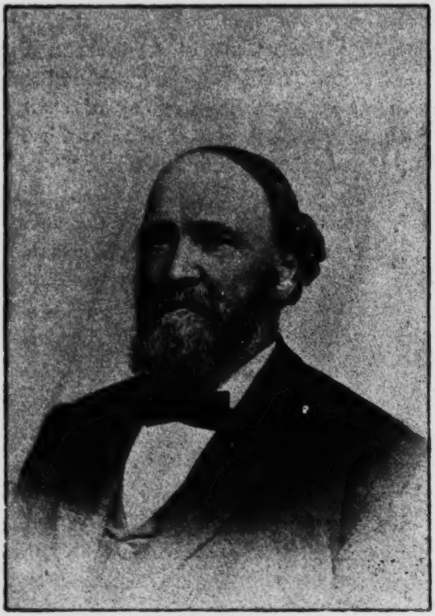
COL. EDWARD HAREN,

FIRST SECRETARY KANSAS CITY FAT STOCK SHOW ASSOCIATION.

souri Brigade, and remained with it until the surrender of Vicksburg. He then entered the Ordnance Department under Major Thomas H. Price, Chief Ordnance Officer for Gen'l Sterling Price, and was engaged in forwarding ordnance stores across the Mississippi river, until he was captured by Federal forces in Louisiana. Passing through five different prisons, he was exchanged at Richmond, just prior to its evacuation, and making his way to Mississippi, was parolled with the First Missouri Brigade at Jackson, Miss. After the war he engaged in business at Vicksburg and Jackson, Miss., returning to Missouri in 1867, and went out on the plains during that season. In the spring of 1868 he settled at Westport, and engaged in business in Kansas City. In January, 1875, he entered the service of the Atchison, Topeka & Santa Fe Railroad at Topeka, occupying various positions in the Land and Passenger Departments of that road. At the solicitation of the President and Executive Committee of the Kansas City Fat Stock Show he assumed the position of secretary, which he filled during the first three shows held by that Association. At the close of the third show he resigned the secretaryship and returned to his old position with the Atchison, Topeka & Santa Fe Railroad.

THE SECOND SHOW.

The second show brought us more and even better cattle, and there were evidences on every hand, that valuable lessons had been learned the year previous and turned to account by the exhibition. The show was already bearing fruit and practical results were had in one short twelve months. The Shorthorns, the Herefords, the Aberdeen-Angus and the Galloways with their grades were all there. The Shorthorns were in the greatest numbers and carried off the best prizes in aged rings. Schooler and Weathers owned by Morrow & Renick, of Kentucky, were two splendid beeves, fleshy, fat and smooth, and showed good growth. The former was an easy winner in the sweepstakes ring for three-year-olds and much admired by all. Canada's Pride was another handsome Shorthorn but was "over-done" and carried two much tallow to be profitable to the butcher. The Herefords, while few in number, possessed much merit. Tom Clark's Nip and Tuck were very showy youngsters, but the Aberdeen-Angus and cross-bred Polled won the greatest admiration. Of the former there were some very highly finished representatives. Third Bride of Blairshinnock, entered by G. W. Henry, of Kansas City, was a beauty. She was richly fleshed, well rounded and smooth, and showed plenty of meat in the most desirable parts. She won the prize for the best cow in her class and when killed got the sweepstakes for the best carcass.



(Photographed by Thomson.)

WM. EPPERSON,

ACTING SUPERINTENDENT AFTER THE FIRST YEAR.

In the two-year-old sweepstakes ring the Shorthorns again won, the premium going to J. H. Potts & Son's Frank, a choice youngster, one that lined and ribbed well and carried his abundant flesh easily, showing a smooth and well rounded body and small limbs.

While the thoroughbreds were worthy of all they got and deserved their general admiration, the surprise was in the cross-bred rings. The union of two distinct bloods seemed to stimulate growth and vigor in the offspring the same as in budded or grafted fruit which is always finer and richer than the seedling. M. R. Platt's cross-bred Shorthorns and Galloways were truly handsome and showed wonderful growth and a high order of finish, considering their dams that stood by their sides.

But the belle of the show was a cross-bred Angus-Hereford heifer owned by the Indiana Blooded Stock Breeders Association. She was full of beauty and beefly perfection. Plump, smooth, sleek and small of limb and well fleshed down to the hock. In a ring of thirteen she won the *Breeders' Gazette's* challenge medal and was adjudged the finest beef in the show. She was not so heavy as some others nor had her growth been so fast, but a thing both of beauty and profit from a butcher's standpoint.

SWEEPSTAKES.—Best Steer, one year and under two.

1884.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
J. A. Potts & Son, Shorthorn*	523	1285	2.45
Indiana Blood Stock Association, Aberdeen-Angus	650	1160	1.78
Indiana Blood Stock Association, Aberdeen-Angus	392	1057	2.70
Morrow & Renick, Shorthorn	612	1335	2.18
J. R. Price & Son, Hereford	607	1200	1.97

*Premium to J. H. Potts & Son's Shorthorn Steer, Frank.

SWEEPSTAKES.—Best Steer, two years and under three.

1884.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
Morrow & Renick, Shorthorn*	1048	1867	1.78
Gudgell & Simpson, Aberdeen-Angus	884	1750	1.98
Lucien Scott, Holstein	1030	1807	1.75
Indiana Blood Stock Association, Aberdeen-Angus	968	1690	1.74
J. H. Potts & Son, Shorthorn	998	1775	1.78

*Premium to Morrow & Renick's Shorthorn Steer, Schooler.

GRAND SWEEPSTAKES.—Best Steer in Show of any age.

1884.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
H. C. Duncan, Shorthorn	917	1787	1.95
W. H. Fulkerson, Hereford	1027	1750	1.70
W. H. Fulkerson, Hereford	1067	1780	1.67
W. H. Fulkerson, Hereford	945	1702	1.80
Gudgell & Simpson, Aberdeen-Angus	884	1750	2.00
C. S. Barclay, Shorthorn	848	1460	1.72
Morrow & Renick, Shorthorn	1748	2062	1.19
J. H. Potts & Son, Shorthorn	993	1775	1.80
J. H. Potts & Son, Shorthorn	584	1230	2.10
J. H. Potts & Son, Shorthorn	579	1377	2.38
Indiana Blood Stock Association, Aberdeen-Angus*	1028	1615	1.57

*Premium to Burleigh's Pride, an Aberdeen-Angus.

SWEEPSTAKES—Best carcass steer spayed or barren heifer of any age.

1884.	*G. W. Henry's 3d Bride of Blairshinnock, Polled-Angus.	K. C. Polled Herd's Blonde, Cross-Bred Galloway.	W. H. Fulkerson's Hazelton, Shorthorn.
Live weight, pounds	1305	1370	960
Tallow, pounds	118	89½	52½
Hide, pounds	79	100½	63
Left fore quarter, pounds	220½	282	144
Right fore quarter, pounds	224	229½	152½
Left hind quarter, pounds	216½	224½	157½
Right hind quarter, pounds	211	215	158
Head, pounds	25½	26	21
Feet, pounds	15	18	14½
Paunch, pounds	108½	80	72½
Intestines, pounds	40½	35½	27½
Liver, pounds	12¼	12	9½
Heart, pounds	4½	4	4½
Tongue, pounds	8¼	8¾	6½
Lungs, pounds	8½	40	5
Blood, pounds	40	36½	28½
Spleen, pounds	2	2½	1½
Manifold, pounds	22¼	10½	11
Tail, pounds	1¼	2	1¼

*Premium to Polled Angus cow 3d Bride to Blairshinnock.

THE THIRD SHOW.

By this time the Kansas City Fat Stock Show had become well known throughout this country and in Europe. Its judging had been so uniformally correct that it was no uncommon thing for the winning animals here to go to the great American Fat Stock Show in Chicago and have our awards confirmed there in larger rings and against greater competition. All breeds were well represented this year, though the Shorthorns predominated. The premiums, however, were more evenly distributed than in either of the previous shows.

W. S. White's Roan Twin was a strikingly handsome Shorthorn. He showed skillful handling and possessed a high order of finish and was justly awarded the sweepstakes premium for the best two-year-old steer.

Blair and Logan, the showy trained Aberdeen-Angus steers of the Indiana Blooded Stock Association, were back again, and while failing to win prizes, attracted much attention, and aside from their intelligence and wonderful likeness to each other in all save color, were fine beeves. Burleigh's Pride, belonging to the same Association, was also here, and it was generally agreed that she had lost none of her beauty of the previous year. But she was not the idol she was in 1884. She had grown somewhat a little too puffy, and in the sharp competition and increased number of highly finished animals, was distanced in the race.

Gudgell and Simpson's Aberdeen-Angus steer Sandy was an ideal youngster and was an easy winner in the sweepstakes ring for yearlings. He showed depth of body and roundness of form, thick flesh, a compact build, and with all a smoothness that was surprising.

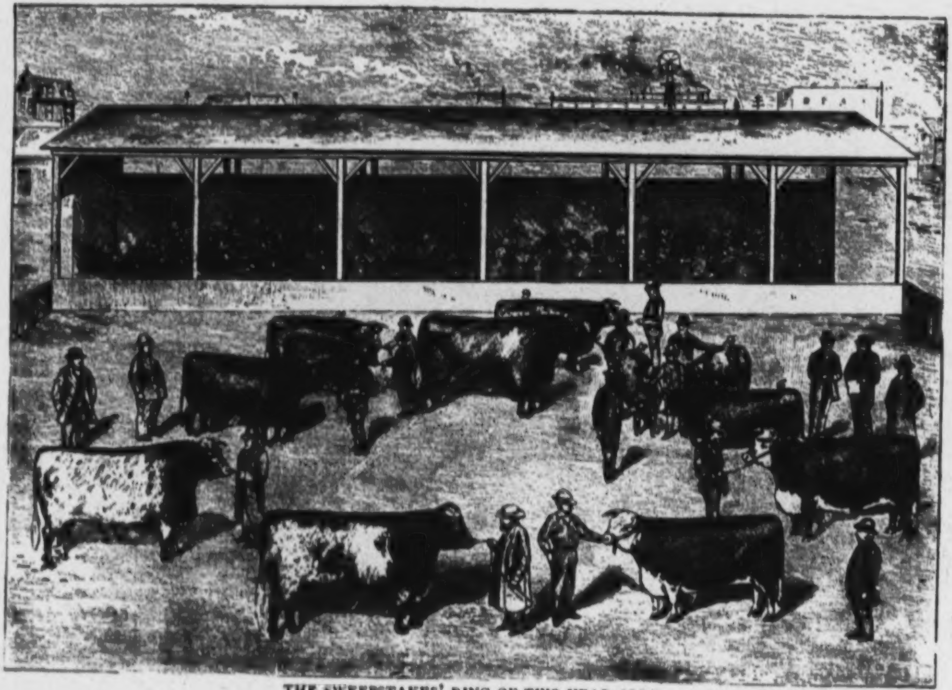
But the great prize, the grand sweepstakes, was carried off by a Missouri Shorthorn, Self-Esteem, owned and fed by S. C. Duncan, of Clay county. He was a splendid beef. Like most of his breed he was lined and ribbed well and had a wealth of flesh and it was put on evenly and smoothly. Viewed from any standpoint he was a beef of merit and profit to the butcher.

In the sweepstakes for best carcasses the fight was between the Grades, Galloways and Herefords. The competition was strong, as the beef of all was fine, but the Hereford killed out to the greatest advantage and won.

SWEEPSTAKES.—Best Steer one year and under two.

1886.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
E. B Millett, Shorthorn	588	1110	1.88
E. B. Millett, Shorthorn	708	1200	1.69
Gudgell & Simpson, Aberdeen-Angus*	581	1455	2.50
J. H. Potts & Son, Shorthorn	672	1320	1.96
Estill & Elliott, Aberdeen-Angus	595	1355	2.27
Indiana Blooded Stock Association, Aberdeen-Angus	701	1550	2.19
Indiana Blooded Stock Association, Aberdeen-Angus	602	1506	2.46

*Premium to Sandy, an Aberdeen-Angus Steer.



THE SWEEPSTAKES' RING OF TWO-YEAR-OLDS.

SWEEPSTAKES.—Best Steer, two years and under three.

1885.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
W. S. White, Shorthorn*	1018	2000	1.97
J. H. Potts & Son, Shorthorn	890	1615	1.81
J. H. Potts & Son, Shorthorn	949	1805	1.90
C. S. Burleigh, Hereford	1006	1560	1.55
C. S. Burleigh, Hereford	1006	1475	1.46
Indiana Blood Stock Association, Aberdeen-Angus	761	1615	2.12
Indiana Blood Stock Association, Aberdeen-Angus	751	1520	2.01
Morrow & Renick, Shorthorn	911	1795	1.96
James Richardson, Shorthorn	972	1615	1.66
John Barrett, Grade	956	1835	1.91

*Premium to Shorthorn Steer, Roan Twin.

GRAND SWEEPSTAKES.—Best Steer in Show of any age.

1885.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
S. C. Duncan, Shorthorn*	1948	2075	1.06
J. H. Potts & Son, Shorthorn	948	1805	1.90
J. H. Potts & Son, Shorthorn	958	1545	1.61
J. H. Potts & Son, Shorthorn	286	775	2.70
James Richard-on, Shorthorn	2065	1660	.81
W. S. White, Shorthorn	1018	2000	1.97
Gudgell & Simpson, Aberdeen-Angus	292	905	3.09
Gudgell & Simpson, Aberdeen-Angus	581	1455	2 50
C. S. Burleigh, Hereford	1402	1695	1.20
Morrow & Renick, Shorthorn	987	1645	1.66
Lucien Scott, Holstein	949	1470	1.05
E. B. Millett, Grade Shorthorn	1849	2620	1.42

*Premium to Shorthorn Steer, Self-Esteem.

SWEEPSTAKES.—Best Carcass of Steer, Spayed or Barren Heifer, of any age.

1885.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
W. E. Campbell, Grade	1187	1720	1.44
M. R. Platt, Galloway	578	1355	2.36
J. S. Hawes, Hereford*	901	1721	1.80

*Premium to Hereford Steer, Fred.

THE FOURTH SHOW.

This was decidedly the biggest and best so far. The pens were fuller, and if possible more highly finished animals were seen among the entries. Kansas and Missouri were better represented then ever before, and Nebraska had some very fine cattle here. And this advance of western breeders received increased emphasis by their cattle carrying off the larger number of the best premiums. The judging was most impartial—all "over-done" and "patchy" beasts and partly ripe animals were sent away empty handed. The show was a grand one. The Shorthorns, the Herefords, the Aberdeen-Angus, the Galloways and the Grades were all on hand in good numbers. And there were a Sussex or two, a new breed brought out from Tennessee.

One of the prettiest rings in the show was that of yearling Aberdeen-Angus, a picture worthy of any artist. Gudgell & Simpson entered Alex, T. W. Harvey Pontiff, Edison and Black Prince of Turlington. A finer quartet never entered a show ring. After much parleying Black Prince was given first premium and Pontiff second.

In the sweepstakes for yearlings J. H. Potts & Son's Shorthorn Diamond, a snug and thrifty youngster, got the prize. The three-year-old premium went to Gudgell & Simpson's Sandy, a grand Aberdeen-Angus steer who also won the grand sweepstakes in a ring of twenty-eight with the Shorthorns, Herefords, and Aberdeen-Angus, all competing. The competition was sharp and judging close. The struggle finally narrowed down between Black Prince of Turlington and Sandy, two royal beeves of the same breed. The former was perhaps more attractive to the eye but was not so good a beef as Sandy, who was without a flaw, from the butchers standpoint.

A special premium for the best five steers from Missouri or Kansas brought out another large and exciting ring, thirty entries. The Shorthorns, Herefords and Galloways made the fight and each breed was creditably represented. The judges, however, were not long in awarding the ribbon. The "white faces," or more plainly, the cross-bred Herefords and Shorthorns owned by Jas. A. Funkhouser, of Clinton county, Missouri, easily distancing their competitors. They were beauties every one and fairly won their prize.

But the final and greatest struggle of the show was for the *Breeders' Gazette's* medal. The ring was a big one, numbering twenty-nine. It was an all around fight. But as in the grand sweepstakes ring it was finally narrowed down between Black Prince of Turlington and Sandy, who were tied. As in the former fight, however, the latter finally won, giving him three of the best prizes in the show.

The sweepstakes for the best carcass went to a Sussex heifer, with the Herefords and Galloways against her. She killed out most profitable and her beef was very fine.

Prof. J. W. Sanborn, of the Missouri Agricultural College, acted as Secretary during this show, succeeding Col. Ed. Haren, who resigned at the close of the previous show to accept his old position in the land department of the Atchison, Topeka & Santa Fe railroad. He filled the position to the satisfaction of all and was again Secretary during the fifth and last show.

SWEEPSTAKES—Best steer one year and under two.

1886.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
J. R. Peak & Son, Shorthorn	568	1160	1.97
W. S. White, Shorthorn	692	1325	1.91
J. S. Hawes, Hereford	673	1430	2.12
T. W. Harvey, Aberbeen-Angus	619	1400	2.26
T. W. Harvey, Aberdeen-Angus	698	1475	2.11
J. H. Potts & Son, Shorthorn*	644	1385	2.15
Ned Price, Hereford	668	1400	2.11

*Premium to Shorthorn steer Diamond.

SWEEPSTAKES—Best steer two years and under three.

1886.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
Jas. Richardson, Shorthorn	1041	1555	1.49
B. F. Winn, Shorthorn	1064	1720	1.61
F. P. Crane, Hereford	935	1580	1.69
Gudgell & Simpson, Aberdeen-Angus*	939	1855	1.97
H. W. Elliott, Aberdeen-Angus	953	1720	1.80
J. H. Potts & Son, Shorthorn	984	1780	1.80

*Premium to Aberdeen-Angus steer Sandy.

GRAND SWEEPSTAKES – Best steer in the show of any age.

1886.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
Jas. Richardson, Shorthorn	1229	1850	1.50
Jas. Richardson, Shorthorn	1041	1555	1.49
Jas. Richardson, Shorthorn	2394	1775	.74
B. F. Winn, Shorthorn	1064	1720	1.61
J. R. Peak & Son, Shorthorn	1331	2110	1.58
J. R. Peak & Son, Shorthorn	583	1150	1.97
J. H. Potts & Son, Shorthorn	1621	1540	.95
J. H. Potts & Son, Shorthorn	1234	2090	1.69
J. H. Potts & Son, Shorthorn	934	1780	1 90
J. H. Potts & Son, Shorthorn	644	1385	2.15
W. S. White, Shorthorn	692	1325	1.91
Morrow & Rennick, Shorthorn	269	685	2 54
Morrow & Rennick, Shorthorn	1282	1980	1.54
J. T. Smith, Shorthorn	293	800	2.73
F. P. Crane, Hereford	905	1530	1.69
J. S. Hawes, Hereford	673	1430	2.12
G. W. Henry, Hereford	296	810	2.73
T. W. Harvey, Aberdeen-Angus	1343	2225	1.65
T. W. Harvey, Aberdeen-Angus	619	1400	2.26
T. W. Harvey, Aberdeen-Angus	698	1475	2.11
T. W. Harvey, Aberdeen-Angus	573	1235	2.15
T. W. Harvey, Aberdeen-Angus	509	1120	2.20
Gudgell & Simpson, Aberdeen-Angus*	939	1855	1.97
H. W. Elliott, Aberdeen-Angus	325	775	2.38
H. W. Elliott, Aberdeen-Angus	953	1720	1.80
Fowler & Van Natta, Hereford	321	930	2.89
Ned Price, Hereford	663	1400	2.11
Jas. A. Funkhouser, Hereford	307	850	2.76

*Premium to Aberdeen-Angus steer Sandy.

DRESSED CARCASS—Best carcass steer, spayed or barren heifer.

1886.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
F. P. Crane, Hereford	737	1265	1.71
M. R. Platt, Galloway	801	1560	1.94
M. R. Platt, Galloway	694	1345	1.93
Fowler & Van Natta, Sussex*	806	1325	1.64
Inter-State Galloway Cattle Company, Galloway	670	1400	2.08
Inter-State Galloway Cattle Company, Galloway	2406	1745	.74
Inter-State Galloway Cattle Company, Galloway	589	1065	1.80
Inter-State Galloway Cattle Company, Galloway	638	1120	1.75
W. J. Turpin, Grade Galloway	762	1225	1.60
Walter Morgan, Hereford	1051	1910	1.81

*Premium to Sussex heifer, Gentle Lady.

THE FIFTH SHOW.

The fifth show was the last and best. The entries were full and fine and it was plain our breeders and feeders were learning something new each year, mistakes being rectified and the experience of others employed to help them along in preparing their animals for exhibition and market. The cutting out the three-year-olds from the premium list reduced the number of enties somewhat, but added to their uniformity and gave evener and prettier rings. Previous shows demonstrated that the fat steer over three years old was a losing one, so why offer a reward for such cattle? The directory wisely concluded to discourage keeping cattle so long as with the present method of feeding two-year-old steers and passed, if properly handled could be made to weigh 1,400 to 1,500 pounds, and no one wants them heavier. Even the export trade is disposed to take lighter weights and smaller carcasses.

"Baby beef" was brought to the front as not only more profitable than the old steers, but when properly handled and fed making beef of most excellent quality. Shorthorns predominated in this as in the previous shows. But few Herefords and Aberdeen-Angus were shown, and no pure-bred Galloways. Black Prince of Turlington and Pontiff were back again and both were premium winners. The former won sweepstakes for two-year-olds and the grand sweepstakes, making him the best animal in the show. He was a wonderfully fleshy beast, possessing a broad loin and well fleshed down on his legs and through him the Aberdeen-Angus claimed first place in the show. The Shorthorns, next to the Aberdeen-Angus were most successful, there being a number of very highly finished ones on exhibition.

The Herefords and Galloways were lightly represented, but among their grades and crosses were some grand animals and they made their presence felt in a number of instances. M. R. Platt's steer, Twilight, got first premium in his class and tied J. R. Peak & Son's Shorthorn steer, Frank, in the sweepstakes for the best grades and carcasses. He was a splendid beef, but the latter finally won upon the ground of smoothness. In the dressed carcass ring the fight was between the Sussex and Galloways and the blacks finally carried the day, the sweepstakes going to Rustic, a very thrifty and highly finished beef owned by the Inter-State Galloway Cattle Company.

SWEEPSTAKES—Best steer one and under two years.

1887.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
J. R. Price & Son, Hereford	678	1435	2.12
Overton Lee, Sussex	402	1010	2.51
J. W. Pickett, Shorthorn	652	1375	2.11
Wm. Moffat & Bro., Shorthorn	676	1670	2.47
Wm. Moffat & Bro., Shorthorn	581	1280	2.20
Wm. Moffat & Bro., Shorthorn	596	1335	2.24
J. A. Funkhouser, Hereford*	629	1410	2.24
J. A. Funkhouser, Hereford	635	1370	2.16
J. H. Potts & Son, Shorthorn	601	1365	2.27
J. R. Peak & Son, Shorthorn	677	1470	2.17
W. S. White, Shorthorn	670	1285	1.92
Inter-State Galloway Cattle Company, Galloway	608	1190	1.96
W. A. Powell, Shorthorn	669	1450	2.17
Estill Bros., Aberdeen-Angus	481	1235	2.57
T. W. Harvey, Aberdeen-Angus	563	1340	2.38
J. S. Hawes, Hereford	544	1335	2.45
J. N. Winn, Shorthorn	558	1285	2.30
R. B. Hudson & Son, Aberdeen-Angus	622	1315	2.11
R. B. Hudson & Son, Aberdeen-Angus	571	1360	2.38

*Premium to Defiance, a Hereford.

SWEEPSTAKES—Best steer two and under three years.

1887.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
J. R. Price & Son, Hereford	924	1710	1.85
J. W. Pickett, Shorthorn	1020	1950	1.91
J. W. Pickett, Shorthorn	968	1615	1.67
J. W. Pickett, Shorthorn	923	1790	1.94
Jas. A. Funkhouser, Hereford	991	1755	1.77
Jas A. Funkhouser, Hereford	988	1920	1 94
M. R. Platt, Galloway	1061	1955	1.84
W. S. White, Shorthorn	918	1585	1.73
W Moffatt & Bro., Shorthorn	864	1755	2.03
W Moffatt & Bro., Shorthorn	760	1710	2.51
Inter-State Galloway Cattle Company, Galloway	969	1915	1.97
A. B. Matthews, Galloway	756	1360	1.79
T. W. Harvey, Aberdeen-Angus*	1061	2000	1.89
T. W. Harvey, Aberdeen-Angus	989	1820	1.84
J. S. Hawes, Hereford	1066	1845	1.73

*Premium to Black Prince of Turlington, an Aberdeen Angus.

GRAND SWEEPSTAKES—Best animal in the show; open to all.

1887.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
Overton Lee, Sussex	1016	1435	1.41
Jas. A. Funkhouser, Hereford	991	1755	1.77
Jas. A. Funkhouser, Hereford	988	1920	1.94
Jas. A. Funkhouser, Hereford	629	1410	2.24
Jas. A. Funkhouser, Hereford	635	1370	2.16
Jas. A. Funkhouser, Hereford	285	910	3.19
Jas. A. Funkhouser, Hereford	303	930	3.07
T. P. Bruce, Hereford	331	920	2.78
J. H. Potts & Son, Shorthorn	972	1640	1 69
J. H. Potts & Son, Shorthorn	896	1515	1 69
J. H. Potts & Son, Shorthorn	576	980	1.70
J. H. Potts & Son, Shorthorn	601	1365	2.27
J. R. Peak & Son, Shorthorn	338	945	2.79
J. R. Peak & Son, Shorthorn	663	1465	2.21
J. R. Peak & Son, Shorthorn	953	1520	1.59
W. A. Harris, Shorthorn	333	950	2.85
M. R. Platt, Galloway	1061	1955	1.84
Wm. Moffatt & Bro., Shorthorn	864	1755	2.03
Wm. Moffatt & Bro., Shorthorn	760	1710	2.51
Wm. Moffatt & Bro., Shorthorn	676	1670	2.47
Inter-State Galloway Cattle Company, Galloway	969	1915	1.97
Inter-State Galloway Cattle Company, Galloway	939	1750	1.86
Inter-State Galloway Cattle Company, Galloway	608	1190	1.96
W. A. Powell, Shorthorn	669	1450	2.17
Estill Bros., Aberdeen-Angus	441	1285	2.57
T. W. Harvey, Aberdeen-Angus*	1067	2000	1.89
T. W. Harvey, Aberdeen-Angus	989	1820	1.84
T. W. Harvey, Aberdeen-Angus	674	1500	2 23
T. W. Harvey, Aberdeen-Angus	314	880	2.80
T. W. Harvey, Aberdeen-Angus	563	1340	2.38
W. J. Turpin, Grade Galloway	760	1560	2.06
F. W. Smith, Hereford	341	885	2.59
J. S. Hawes, Hereford	1066	1845	1.73
W. S. White, Shorthorn	1062	1735	1.63

*Premium to Black Prince of Turlington, an Aberdeen-Angus.

SWEEPSTAKES—Best carcass steer, spayed or barren heifer of any age.

1887.	Age in days at opening of show.	Weight at opening of show.	Av. gain per day in lbs. since birth.
Overton Lee, Sussex	1016	1435	1.41
Inter-State Galloway Cattle Company, Galloway*	641	1415	2.21
Inter-State Galloway Cattle Company, Galloway	519	960	1.85
Cherokee Cattle Company, Texas Grade	667	1115	1.67
A. B. Matthews, Galloway	750	1360	1.81
J. S. Hawes, Hereford	1066	1845	1.73
J. S. Hawes, Hereford	544	1335	2.45

*Premium to Rustic, a Galloway.

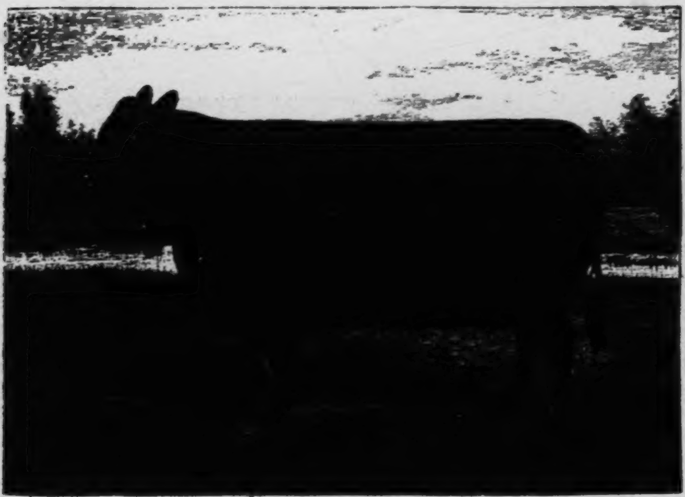
CHAPTER XVI.

SOME WONDERFUL CATTLE SALES.

THE BEAUTIES and possibilities of pure-bred cattle had now become sufficiently known in the West to create an interest and enthusiasm in their breeding hitherto unknown in this country. The finest and best beef cattle of both hemispheres were brought here for public sale, and men of means were brought to see them from all parts of the country. No business paid so well from 1880 to 1885 as that of cattle raising, and for choice, highly bred things there seemed to be no limit to prices save a man's purse. The newer breeds, such as the Herefords, Galloways and Aberdeen-Angus, seemed in the greatest demand. They were not so numerous as the Shorthorns yet possessed many marks of excellence, most of them being imported, a fact not lost upon the buyer. And under the excitement and enthusiasm that attended every public sale, some wonderful prices were paid during those years.

The years 1883 and 1884 saw the climax of these sales here at Kansas City. They were frequent yet the trade seemed ready and willing to absorb all offerings and figures were paid for "plums" unknown and undreamed of in previous years. The spring of 1883 witnessed the first of the phenomenal sales. April 27th and 28th saw the city full of enthusiastic breeders and ranchmen brought hither by the sale of imported Black Polled and Hereford cattle. Hon. M. H. Cochrane, the noted Canadian breeder, was to sell some royal things just brought over from England and Scotland, picked from the best herds of those countries and combined richness of breeding and beauty of form in a remarkable degree. And the Leonards, life-long breeders from our own state, had been across the water and were to offer some picks from the most noted Scotish herds, both Aberdeen-Angus and Galloways. Such bovine beauties were never before seen in a sale ring here, and it was not surprising that the excitement ran high and men lavished their money upon them.

Mr. Cochrane opened the sale the first day with his Herefords and Aberdeen-Angus. The attendance was good and bidding spirited. Col. L. P. Muir cried the sale and got his audience interested from the start. Bids made leaps of fifties and hundreds. Men were now dealing in kings and queens of the bovine kingdom, and such princely things could only be had at princely prices.



A PURE BRED ABERDEEN-ANGUS HEIFER.

Blackbird of Corskie, a beautiful Aberdeen-Angus cow, was the prime favorite. Bidding on her was very exciting and she was not knocked off till she reached $2,050, the highest price ever paid for an Aberdeen-Angus in this country, going to F. A. Fletcher, of Indiana. Imp. Pride of Aberdeen 20th (5207), another transcendent beauty, reached $1,900. She was taken by Steven Perry, of Trenton, Missouri.

11 Angus cows and heifers averaged	$955.00
36 Angus bulls averaged	482.00

The Herefords also did fairly well, selling freely and high, though nothing like the Aberdeen-Angus. Col. J. W. Prowers, the millionaire ranchman of Las Anamas, Colorado, was a free buyer of the "white faces" and took home a number of handsome things.

10 Hereford cows and heifers averaged	$426.00
20 Hereford bulls averaged	379.00

The Leonards with their Galloways followed the next day and these hardy blacks found many friends. Col J. W. Judy was the auctioneer and his prompt manner at once arrested the attention of the buyers and bidding was free and sharp. Imported Dinah (4249), a beautiful cow, was first called in the ring and at once captivated the crowd. A dozen men wanted her and entered "the list" Bids of $25 and $50 were rapidly piled upon one another until $900 was reached, when the struggle was narrowed down to two or three, and small bids were taken. T. J. Wallace, of Bunceton, Mo., finally secured her for $1,025, and with her got the "plum" of the sale.

56 cows and heifers averaged	$414.00
12 bulls averaged	455.00

RECAPITULATION.

During the three days there were sold:

24 Angus cows and heifers averaged	$747.00
58 Angus bulls averaged	462.00
56 Galloway cows and heifers averaged	414.00
28 Galloway bulls averaged	436.00
10 Hereford cows and heifers averaged	426.00
20 Hereford bulls averaged	379.00
196 for	$91,926.00

These sales were followed by a series of them the first week in November, during the Fat Stock Show, and proved a revelation to the western cattle trade, and the city was full of breeders and ranchmen from all parts of the country. Canada and Scotland also had a number of representatives here. From the former dominion were Hon. M. H. Cochrane, Geary Bros., and R. H. Pope, while Wm. Watson, one of the pioneer breeders of the Aberdeen-Angus, represented the rock-ribbed island. On November 2d the ball was opened with A. B. Matthews' imported Galloways. They were a fine lot of those hardy and beefy cattle and it was evident from the start that they had many friends, and their newness in this country was no bar to their success here in the West. Col. L. P. Muir cried the sale and soon had the close attention of his auditors. Bidding was spirited throughout. Sonsy 3d of Braco (6481), a pretty closely built heifer, brought $610, S. A. Willard, of Fox Postoffice, Mo., getting here at those figures. H. H. Metcalf, of River Bend, Col., gave $610 for Lord Salisbury, a fine young bull. Jno. Mulk, of Nebraska, paid $625 for a yearling bull that was a model in his way, and J. P. Marshall, of Leavenworth, Kans., gave $560 for a fine two-year-old heifer.

27 cows and heifers averaged	$425.00
20 bulls averaged	436.00

In the afternoon of the same day Hon. M. H. Cochrane offered a number of nice Galloways and found plenty of buyers. Sonsy 2d and a fine cow and bull calf brought $500.

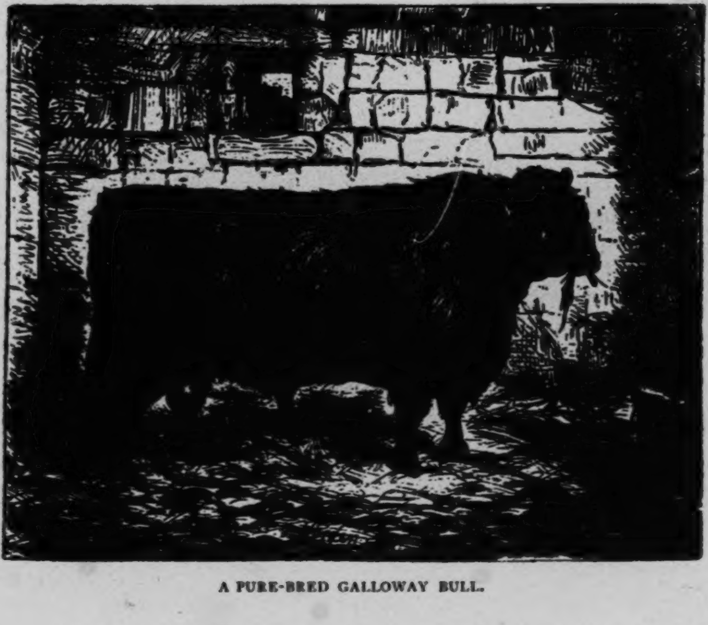
15 cows and heifers averaged	$353.00
18 bulls averaged	282.00

Chas E. and Leveret Leonard followed with their imported Galloways November 3d, when there was another successful scattering of these rugged blacks, and prices ran even higher than on the first day. Lord Williams, a handsome bull, showing both breeding and individual merit in a wonderful degree, sold for $715, T. H. Hickman, of Columbia, Mo., getting him. Robt. T. Bass, of Wilder, Kansas, gave $600 for Auctioneer, another fine bull.

35 cows and heifers averaged	$359.00
8 bulls averaged	496.00

W. H. and A. Leonard on November 4th made another offering of Galloways—a part of the same importation they sold the previous day. Notwithstanding much of the demand had been supplied ahead of them, their cattle sold quickly and well. A fine young bull, yearling past, was taken by Thrall Bros., of Hamilton, Kans., at $600, and B. F. Daren, of Bounceton, Mo., gave $675 for another handsome young bull.

19 heifers averaged	$317.00
5 bulls averaged	376.00



A PURE-BRED GALLOWAY BULL.

This closed the Galloway sales and the following days of the show the Aberdeen-Angus and Herefords held the ring.

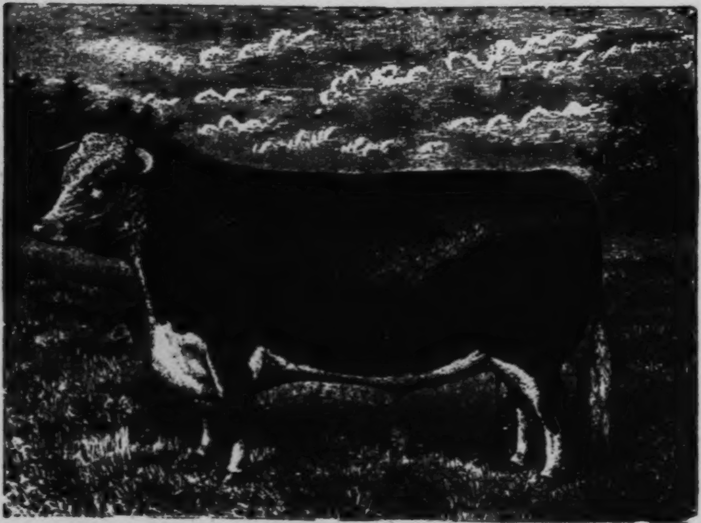
Estill & Elliott, of Howard county, Mo., were the first with Aberdeen-Angus, holding the evening of November 5th. Col. L. P. Muir was again their crier, and seemed as much at home with these smooth coated blacks as with their more shaggy cousins, the Galloways. Bidding was spirited and high prices paid for everything. R. T. Kingsbury paid $805 for Heatherbell of Farmington, calved March 13th, 1882, and $950 for imported Baron of Duffers, calved March 9th, 1882, both choice youngsters and freely competed for. Thos. Harrison, of Howard county, Mo., gave $825 for imported Black Rod.

18 heifers averaged	$463.00
8 bulls averaged	510.00

But the sale of the series and the one fraught with the most excitement and enthusiasm, was Gudgell & Simpson's, November 6th. Their offerings were not only richly bred, but showed the best and most skillful handling, and each animal as it came into the ring was a picture within itself. The attendance was large and bidding sharp and quick and at times most exciting. Among those present were noted: R. H. Pope, of Sherbrook, Canada, W. T. Holt, Denver, Colo., Geary Bros., London, Ont., and Col. J. W. Prowers, of Las Animas, Col., and Wm. Watson, the Scotchman. Bidding that was always exciting became wild when Waterside Black Cap (6295), calved January 26, 1881, was brought into the ring. She was a beauty from any standpoint from which you viewed her, and everybody seemed to want her. Bids made tremendous leaps and were rapidly piled upon one another. Nor did the excitement stop until well after the thousand dollar mark had been reached and passed. Geary Bros., of London, Ontario, finally won the prize at $2,000. T. W. Harvey, of Turlington, Neb., paid $1,030 for Waterside Minnie (6318), one of the prettiest of cows, and two handsome heifers were taken for Canada at $1025. The bulls also did well. W. M. D. Lee, of Leavenworth, Kans., gave $775 for his Highness 6th, calved January 13th, 1882, a royal youngster, and A. B. Matthews paid $650 for Pole Star (1772), calved November 13th, 1880, another prince of his kind.

13 cows and heifers averaged	$740.00
27 bulls averaged	441.00

Two days later Adams Earl, of Lafayette, Indiana, held his wonderful sale of Herefords. Nothing before or since was ever seen like it with "white faces" in the West. The cattle were a superb lot, and that their admirers fully appreciated them was well attested by the manner in which they bid for them and the high prices paid. The first animal to enter the ring was the fine imported bull, Royal 16th (6655). He was deep chested, well ribbed and massive, and the flesh came well down on his limbs. He was started well along in the hundreds and soon carried to a $1,000, and finally knocked off to A. A. Crane & Son at $1,020. Jumbo, a fine imported bull calf brought $770, going to W. E. Tredwell, Anthony, Kans. Imported Perfection 2d, a beautiful cow, was taken by C. D. Hudson, Marshall, Mo., at $1,070. Lark, another imported cow of great bovine comeliness, went to Fowler & Van Natta, of Indiana, and the same firm paid $1,000 and $900 respectively for heifers endowed with all the charms of their race.



A PURE BRED HEREFORD BULL.

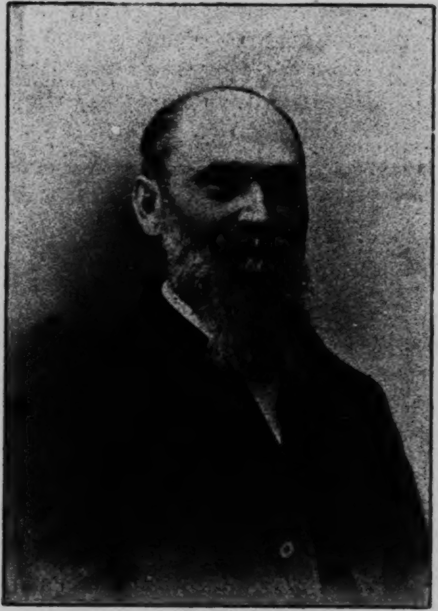
30 cows and heifers averaged	$585.00
8 bulls averaged	608.00

The following year September 17th, 1884, Gudgell & Simpson, of Independence, Mo., and Leigh & Crane, of Aurora, Ill., offered a few royal Herefords at public sale here. It proved the feature of the pure-bred cattle market of that year. Geo. Morgan, the rich ranchman, of Cheyenne, Wyoming, paid $1,500 for Primrose 2d, a queenly heifer imported by Geo. Leigh & Co., of Aurora, Ill. W. E. Campbell, of Caldwell, Kans., gave $1,230 for Miss Archibald 11,119, imported by Gudgell & Simpson. McGavock & Crews, Franklin, Mo., got Sylpid 11,044, bred by Gudgell & Simpson, for $1,150. E. S. Shockley, Lawrence, Kans., paid $1,000 for the bull, Beau Monde 9,902, bred by Gudgell & Simpson, and G. W. Henry, of Chicago, took Royal 16th 6459 at $1,000.

56 cows and heifers averaged	$520.00
5 bulls averaged	643.00

H. C. DUNCAN.

Of Missouri's many breeders of fine cattle none have won a more conspicuous place in the public eye than the subject of this sketch. No man in the state has given more freely both of his time and money to the advancement of pure-bred cattle than he. While a life-long breeder of Shorthorns, and a lover of the red, white and roan, his judgment has never been warped with prejudice and he has at all times been free to admit merit in other breeds, and at fairs and fat stock shows he has dealt most liberally with them, and always insisted upon such recognition and treatment as would bring out their greatest merit. And while an avowed champion of the Shorthorn he has ever been the friend and promoter of the pure-bred versus the scrub irrespective of breed. A broad gauged, liberal minded and liberal handed lover of cattle and pure stock of every kind. He was born in Clay county, Mo., June 2d, 1841. His father, Stephen Duncan, was a Shorthorn breeder ahead of him, and was one of the first and best known breeders of these cattle in western Missouri in an early day. It may, therefore, be said that the love of good cattle, especially the Shorthorn, was bred in Clay Duncan. He lived in the county of his nativity until 14 years old, when he moved with his parents to Clinton county, where he grew up to manhood. He attended the common schools of his county until 16 years of age, after which he assisted his father in his farming and breeding operations until he arrived at his majority. On becoming of age he embarked in farming and Shorthorn breeding on his own account and won marked success. He fed and grazed largely and shipped cattle quite extensively for many years. His farm, five miles southwest of Osborn, Clinton county, is one of the finest grass and grain farms in western Missouri. It contains 850 acres and is in a high state of cultivation, and is stocked with the best shorthorn cattle and pure-bred hogs. His Shorthorns are largely made



(Photographed by Thomson.)

H. C. DUNCAN.

up of the Cruickshank families and are his special delight. They have often been seen in the show ring here in the West and never failed to make a most creditable record. Besides his farming and breeding operations he has for the past ten years been president of the bank at Osburn. He served as president of the Missouri Shorthorn Breeders Association for two terms, and has been president of the Clinton County Shorthorn Breeders Association for a number of years. At the present time he is president of the Clinton County Blooded Stock Association and the Clinton County Poultry Club and he has at times been called upon to serve as an expert cattle judge in the leading fairs of the West, viz: Detroit, Michigan, 1890; Lincoln, Nebraska, 1891, and Kansas City the same year. He was a member of the Executive Committee of the Kansas City Fat Stock Show from its beginning to close, and much of its success was due to his untiring efforts.

A PURE-BRED SHORTHORN BULL.

M. R. PLATT.

As a breeder, feeder and champion of better beef cattle no man in the New West has labored harder and more persistently than the subject of this sketch. He was one of the first to espouse the cause of those hardy Scotch cattle and splendid beef makers, the Galloways. During the days of the Kansas City Fat Stock Shows he spent both his time and money freely in their behalf and in showing their wonderful possibilities, and by cross breeding produced some splendid beeves and show animals. His cattle, both pure-breeds and grades, were frequent prize winners both at the leading western fairs and fat stock shows. He was one of most active spirits and prime movers in the establishment of the American Galloway Breeders Association. He was elected its first president in 1884. In 1885 he was chosen secretary and treasurer. In 1887 he was chosen a director, and in 1888 was elected vice-president and has been re-elected to that office ever since. His herd of recorded Galloway is said to be the largest in the world. He was born in Ostego county, N. Y., in 1836, but in his infancy his father moved to Stuben county and here young Platt grew up to manhood. His father was a farmer and raised his children to work, and instilled a sense of independence in them at an early age that served them well in after life. He attended the common schools of his county until nineteen years of age. On leaving school he worked on a farm for two years, but not liking the plodding life of the farmer gave it up and entered the law office of his brother at Painted Post. and studied law under him for two years. In 1860 he was admitted to the bar and practiced law at Painted Post up to 1862. But the law proving slow he gave it up and came West to Omaha, then a small frontier town, and from there went to Walla Walla, Washington Territory, and rode the entire distance on a mule, spending the fall and winter of 1862-3 in the dells on the Columbia river. With the opening of spring he went to Boise City, Idaho, and went prospecting for silver and gold, remaining there six months. Meeting with poor success he left the mines and went to Fort Yuma, Cal., where he spent some time in making hay. The hay harvest being over and having no money he walked across the territory to La Cruses, N. M. Here he became assistant military store keeper and remained in this position for fifteen months. But becoming dissatisfied he left and went to Tucson, Arizona, walking the whole distance, 300 miles. Here he opened a law office and became a sub mail contractor, carrying the mails from Tucson to Los Angeles, and Tucson to Wickenbury, and remained in the postal service for five years. Having made some little money he returned home in the winter of 1870 and remained there until the spring following, when he left and came west again and located in Kansas City. In 1872 we find him engaged in the banking business. In 1873 he went to the Stock Yards and represented the Mastin bank there and remained with it for the next year and a

(Photographed by Thomson.)

M. R. PLATT.

half. In 1874 he left the bank and turned his attention to farming just out of town. The following year he entered the live stock commission business and we find him on the Yards for the next seven years. In 1882 he withdrew from the trade there and turned his attention to importing and breeding of Galloways, and from a small beginning has become possessed of the largest recorded herd of these cattle in the world.

(Photographed by Thomson.)

JAS. A. FUNKHOUSER.

There is no man in this section better and more greatly esteemed in the pure-bred cattle world than the subject of this sketch. And while just in the prime of life, his broad views and ripe knowledge of cattle, have for the past ten years, kept him before the public eye and won for him a deserved reputation as a breeder and feeder of pure-bred cattle. He is a self made man and his success has been due to his own unaided efforts, sound business judgment and commendable enterprise. For the past ten years his Hereford cattle have stood to the fore among the ' white faces" in the West, their purity of breeding and individual excellence winning for them much admiration and many prizes both at the leading western fairs and fat stock shows. He was born in Plattsburg, Clinton county, Mo., in 1846, and raised there to manhood. He attended the public and private schools of his county until twenty years of age. From seventeen to twenty he lived on the farm, but at the end of that time returned to town and entered the mercantile business and continued in it with success up to 1873. At this time he was appointed United States Gauger for his district and held the office for two years, resigning at the end of that time and turning his attenion to farming and stock raising and his efforts here were soon crowned with success. In 1882 he commenced breeding Hereford cattle and his method of raising and handling them soon won for him a prominent place among the breeders of "white faces," and placed him high in authority with the breeders of these splendid cattle. He has at different times been honored with the office of director, vice-president and president of the American Hereford Cattle Breeders Association. He was a director of the Kansas City Fat Stock Show Association from the first to last and did much towards bringing about the success of these shows, spending both his time and money in furthering their interest. And was one of the largest and most successful exhibitors of Hereford cattle at them.

CHAPTER XVII.

THE MEN WHO MADE THE TRADE.

NONE CAN read the foregoing lines without feeling that the pioneers of this magnificent industry were a type of men of more than ordinary force of character and endowed with those attributes so essential to success in a new country: honesty, fearlessness and untiring industry, in the prosecution of their enterprises. And it was this spirit and the faith in the country and themselves that made it possible for them to build so well and reap the reward that awaited them.

Faithful to every business trust, tireless workers in the interest of their patrons they saw their trade grow month by month and their influence extend from county to state, and finally half across the continent. Reared upon ranch or farm they were inured to toil. No hardship was too great or exposure considered that promised ultimate success to their business ventures and profit to their patrons. Hot or cold, rain or snow, they were found ever in the yards, shaping up, 'sorting or cutting out cattle or hogs and giving every consignment the attention that the exigencies of the market demanded.

Such were the pioneers of our live stock market and a nucleus of men around which kindred spirits gathered, and the ranks of the commission men grew year by year until now they number near three score and ten. And such has been the progress of business as to give them and their many helpers remunerative employment, and indirectly support to hundreds of others, and profitable investment to much capital.

The value of trade at the yards the past year reached the surprising figure of $73,000,000. A short sketch of the makers and handlers of this vast sum must not only prove interesting to many thousands in the West who at one time or another have traded on the Kansas City market, but instructive as well, showing what sterling worth can do when accompanied by that vim and spirit of independence that has always characterized the men of the New West. Of those at the nativity of the yards here, or arrived soon after the birth of the trade, a number are still with us and have lived to see their efforts crowned with the most abundant success.

A. J. Gillespie who opened the first commission house here under the firm name of Tobey, Gillespie & Co., is still at the yards and doing a large and successful business with his sons, and has an abundance of this world's goods.

W. A. Rogers, who represented Robt. Strahorn & Co., of Chicago, in those days, is still a well known figure in the trade. For many years he has done business for himself, and has both position and riches. He has Frank Mitchener and Robt. Cox for partners, both long workers at the yards.

John Salisburg, the big cattle salesman for Hough, Reeves & Sturges, is among the old timers still in the trade, and if he has not grown as rich as some of the others, he has a good clientage and has long since been doing business on his own account.

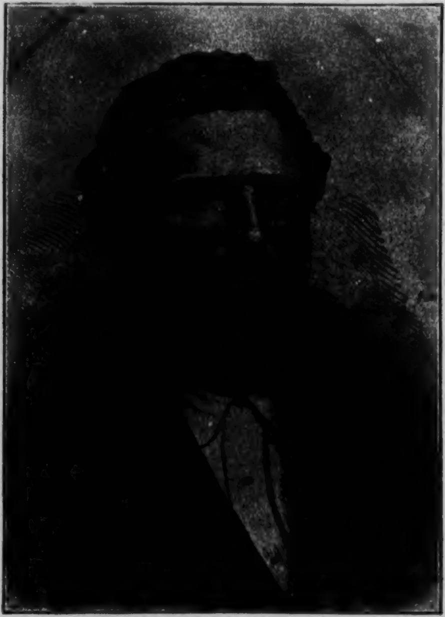
D. A. Painter who, in the early days was office man for the same firm, long since developed into a cattle salesman and is in business for himself.

Milton James was also an operator on the yards in those days, and has been a familiar figure in the cattle pens for over twenty years. He withdrew from the trade in 1892.

But there were others among the first set who, while working hard, have faired less fortunately.

Jacob L. Mitchener & Son who did so much for the trade in its early days, have been out of business for some years. But while they failed to reap that reward their efforts so richly deserved, they lived to see their judgment vindicated through the work of others. The old gentleman is now conducting a real estate business up town, while J. Parker Mitchener, the son, was one of the well known office men in the Exchange Building for many years. He died in January, 1893, generally mourned.

J. B. Hunter was a cattle king here in the early seventies. His name was a household word among cattle men throughout the West, and he coupled with his immense transactions a boldness that won the admiration of all, but there were few in the trade who were willing to follow him in many of his reckless transactions. But his very boldness and self-reliance often won for him success where the less confident would have failed. Barney Hunter was a good type of the self-made western man of twenty and twenty-five years ago. He boasted of but a limited education but was possessed of that native shrewdness and sound judgment



J. B. HUNTER.

that is so often found in new countries among those who have to carve out their own fortunes with nothing but intuition to guide them. Before the financial storm of 1873 Barney Hunter was counted a millionaire, and he boasted in the old North Missouri Stock Yards in St. Louis to Sam Irons in the early summer of that year that he would make $50,000 before frost, and he was so sure of it that he wouldn't give $10 for its guarantee. But the panic brought such wide spread ruin, that Barney Hunter with all his wealth went down in it before the summer was over. After clearing away his wreck here he returned to his old home in Illinois and commenced to feed cattle on a large scale, and long since retrieved his fortune and besides his large home property, invested heavily in cattle and ranches in the Northwest.

Lem Hunter, his son and partner in his business here, remained behind when his father left Kansas City and was an active trader on the yards up to a few years ago. He is now in Texas. Thos. J. Delaney, their office man, quit the live stock business some years since and is now in business up town.

Matthews, Kingsbury & Co., who did a good business along with Barney Hunter in his day, left the commission business in the seventies and turned their attention to trading out West, and other pursuits. The head of the firm, A. B. Matthews, during the boom period in cattle in the early eighties, made several trips to Scotland, and was one of the pioneer importers of Aberdeen-Angus and Galloway cattle, and reaped abundant success with his first ventures. He is still with us, but in common with every cattle breeder has suffered the past two years. Yet he is as full of energy as ever and is as much in love with the black polled cattle as when he first brought them to America. Kingsbury, after going on the Texas cattle trail for several years, finally landed among the mines in Colorado. Jas. Talley, his one-armed office man, followed him West.

A familiar figure here at that time was J. G. McCoy. He was among the first to encourage the Texas cattle business and was known by everyone in the trade from Kansas City to Texas. He was a builder of the stock yards at Abilene, Kans., and established a shipping point there in 1869. He was a man of wonderful energy and perseverance, but the railroads were against him and finally through their duplicity and treachery he was ruined. Finding that odds were against him in the West he came to Kansas City and entered the commission business. But his fortune having been lost he was unable to successfully cope with the more powerful firms that had become established before his advent. He wrote "Historic Sketches of the Cattle Trade of the West and Southwest," a book of some four hundred pages, published in 1874, and has since then made his home in Wichita, Kans. He has held several government appointments in connection with the western cattle interest, and is recognized as an authority on everything pertaining to western cattle and ranches.

Following these men came the house of Powers, Rial & Co. which yielded a powerful influence in its day. Bruce Powers quit the commission business for a western ranch, after a few years of prosperous trading, while Samuel T. Rial has always remained on the yards and has become gray in selling cattle and is a member of one of the most substantial commission firms here. W. T. Keenan & Co. with Geo. R. Barse as manager and B. Barr as silent partner, was a co-temporary of this house. It did an extensive business for some years and was then succeeded by Barse & Snider, which soon became widely known throughout the West for extensive dealing and enterprise. Mr. Barr was out of the cattle trade many years, but is now a trader on the yards again.

Wm. Epperson, who was one of the first to kill cattle and hogs here and an early buyer on the yards, is still in the trade and a successful commission man.

Then there is Gilman Reed, who has always been on the yards here. And J. E. Hale, who came here in 1873, was first clerk for Powers, Rial & Co., but left them in 1877 and went with J. R. Stoller and remained with him as head book-keeper and cashier up to 1891 when he entered the trade for himself and is doing a good business.

Geo. W. Kepner was another old timer and one of the best known office men in the early days of the yards. He died in 1888.

White, Allen & Co. was another of the early houses here entering the trade in 1873, Robt. C. White, the head of the firm being a well known Platte county, Missouri, stockman and L. A. Allen had long been on the plains as freighter and trader. Their house at once assumed prominence and did a handsome business up to 1874 when it was dissolved. Mr. White afterwards associated himself with Geo. Holmes under the firm name of White & Holmes, which for twelve years enjoyed uninterrupted success, and is still in business under the firm name of White & Rial, Mr. Holmes having retired some years ago a rich man, but is now a stockholder in the Geo. R. Barse Live Stock Commission Company. With the dissolution of White, Allen & Co., L. A. Allen, J. N. and S. D. Irwin formed the commission firm of Irwin, Allen & Co., one of the best known houses on the yards for seventeen years. They had all been freighters across the plains and had a wide acquaintance through the country, and did a good business from the start. The house divided in the beginning of 1892, L. A. Allen going in business for himself with his former bookkeeper, J. T. Megredy, and the Irwins with the Geo. R. Barse Live Stock Commission Company. But with the beginning of 1893 they again entered the trade for themselves, under the firm name of Irwin Bros. & Co., and L. A. Allen & Co. merged its interests with the Kansas City Live Stock Commission Company.

H. B. Tower, Armour's head cattle buyer, was also here in 1873. And so were Pliney & Newcomb, the Illinois boys, but they have long been out of business.

Randolph, Nichols & Co. were also among the early traders, but have long since been out of business. Abe E. Beggs, their office man, is now head hog buyer for the Armour Packing Co., and has grown to be one of the best hog men in the trade and commands the confidence and esteem of every one, as well as a big salary.

Then there was Hunter, Patterson & Co., who came here in 1873 fresh from the Texas cattle trail, and having both fortune and acquaintance, commanded a big business from the start. W. L. Harding was office man. In 1874 the firm was re-organized, Mr. Patterson withdrawing and moving to St. Louis, and W. L. Harding being admitted in his place and J. Parker Mitchener going in the office. In the spring of this year the firm opened a branch in St. Louis and J. Parker Mitchener was put in charge of the office at that point. But after placing everything in running order there he gave way to F. W. Flato, Jr., and came back to the Kansas City house, remaining with it until 1877 when it withdrew from the trade here and concentrated all its business in St. Louis, and led in the Texas cattle trade there. In 1886 a branch was again opened in Kansas City, with M. D. Scruggs, formerly of the well known firm of Irons & Cassiday and Scruggs & Cassiday, of St. Louis, as manager, and Wm. Atchison, of Clinton county, Missouri, as cattle salesman. F. W. Flato, Jr., an old timer with the house, took charge of the office. In 1887 Messrs. Scruggs and Atchison withdrew and Capt. A. G. Evans came up from St. Louis and

COL. R. D. HUNTER.

took general charge. In 1889 the firm was re-organized and formed into a joint stock company with a big capital. Stockholders A. G. Evans, A. J. Snider, Chester A. Snider, M. P. Buel, F. W. Flato, Jr., A. T. Atwater and J. B. F. Sampsel, with head office in Kansas City, and branches in St. Louis and Chicago. Col. R. D. Hunter at this time withdrew from the firm and is now coal mining near Ft. Worth, Texas.

Hill & Ebert were also here at that time, and Coffman & Sanders, but both have long since been out of business.

Then there was Lobb & Hamilton, J. Alex. Lobb and W. B. Hamilton. Mr. Lobb is still on the yards as a trader, but his partner, Mr. Hamilton, has been West for some years and is now in the livery stable business in Pueblo, Col. Jno. F. Gregory, the representative of Gregory, Cooley & Co., of Chicago, was well known here in the early days of the trade. He entered the yards in 1874 and has met with success. In 1875 he severed his connection with his Chicago house and formed the firm of Gregory & Stephens. Jas. Stephens and his partner, like himself being an old timer in the trade, hailed from Iowa. Mr. Gregory died in September, 1889, leaving a comfortable fortune. Mr. Stephens is still doing business on the yards under the firm name of James Stephens & Co. The year 1875 brought a number of new houses. There were Platt & Brooks. They had means and did well. The senior member of the firm, M. R. Platt, is still here and is extensively engaged in breeding Galloway cattle. Mr. Brooks left the trade some years ago and is now ranching near Henrietta, Texas.

Then there was Quinlan, Montgomery& Co., coming here from the range country and took a prominent position in the trade from the start. The original firm was made up of C. C. Quinlan, Peyton Montgomery and Col. Jno. Cline, who had been western stock agent at Wichita, Kansas. They had all been in the Texas cattle drive and had made money. And with their extensive acquaintance with western drovers and knowledge of the "long horn" at once entered upon a large and profitable business. In 1876 Col. Cline withdrew and Alex Frasier, a young cattle salesman from Chicago, took his place. He was youthful in appearance and familiarly known as "Quinlan's boy." But he was a fine judge of cattle and a good handler. He was sober and industrious, and did much towards winning and maintaining the success that his house won and maintained for so many years.

In 1882 Mr. Frasier retired with an ample fortune and is now a large property owner and capitalist up town. S. G. Burnside, now of Adams, Burnside, Jordan Commission Co. succeeded him as cattle salesman. The firm of Quinlan, Montgomery & Co. is now out of business. Judge Quinlan has retired to private life and Peyton Montgomery is feeding cattle in Kansas, with his home in Kansas City.

The same year Andy George and Abe E. Beggs, who had been salaried men on the yards for some years, entered the ranks of the commission men and reigned for a brief season. Possessed of but limited means and tempted with offers of good salaries they abandoned their independent business. Mr. Beggs has for many years been head hog buyer for the Armour Packing Co. and Mr. George is a cattle buyer for Kingan & Co.

Shough, Reynolds & Cusey was another 1875 house. Jno. B. Shough, the head of the firm, was a character. He was tall and angular and had an individuality of his own. Yet he was of a kindly disposition and made friends. He was from Lexington, Ill., and his partner, Jos. Reynolds, came from Chicago. They did a good business. In 1876 Reynolds went back to Chicago and Cusey to Miami county, Kansas, where he now lives. Ed. Hewins and Eli Titus, of Cherryvale, Kansas, took their places and the firm became Shough, Hewins & Titus. But they only remained in the business one year. Hewins and Titus in 1877 went back to Cherryvale and made big money there, and during the "boom" period in cattle, in 1884 and 1885, were among the rich ranchmen of the West. Later they were with the American Live Stock Co. Ed. Hewins is now ranching in Kansas and Eli Titus is general live stock agent for the Atchison, Topeka & Santa Fe R. R. W. R. Clements, of Kansas City, succeeded these gentlemen with Mr. Shough, and the firm became Shough & Clements, and it ran this way for some years. Mr. Clements is still a trader on the yards, but Mr. Shough has been in the coal business at Burlingame, Kansas, for some years.

The following year Geo. James and Geo. Briant opened an office at the stock yards, under the firm name of James & Briant, but both have long since been out of business. The former went back on his farm in Jackson county, Missouri, and Mr. Briant is a capitalist in Westport.

Inge & Baldwin came here the same year, coming from Iola, Kansas, where Mr. Inge is now living. "Uncle" Henry Baldwin continued on the yards up to a few years ago as a hog trader. He died in the early winter of 1893 of old age.

Lail & Holmes were also co-temporaries with the above, but did not remain in the trade long. Geo. Lail, the head of the firm, is farming near Westport, Missouri, and Ben Holmes has since held many prominent county and city offices and is now ex-city treasurer, ex-mayor and ex-city comptroller.

The same year W. L. Harding withdrew from Hunter, Evans & Co. and with J. T. and Gus Johnson, the rich tobacco men of Chillicothe, Missouri, formed the firm of Johnson, Harding & Co. The Johnsons not liking the business soon gave it up and returned to the tobacco trade. W. L. Harding also left the yards and for a number of years was a well known merchandise broker here. He is now living in Sioux City, Iowa.

J. S. Webb & Co. entered the trade the same year, but did not remain in it long, Mr. Webb going back to his farm in Lafayette county, Missouri.

The year 1877 brought a number of new and good houses. J. R. Stoller & Co. were among the first to open its doors. It came here with means and a good western acquaintance, both Mr. Stoller and his partner, S. R. Hill, having been identified with the western cattle trade. This house is still in business, though Mr. Hill has been out of it some years and is now live stock agent for the Kansas Branch of the Union Pacific railroad.

Thompson, Payne & Co. opened an office the same year, Capt. James H. Payne coming here from St. Louis and Mr. Thompson being a western Missouri man. He did not stay in the business, and the house was succeeded by the well known stocker and feeder firm of James H Payne & Co. that is still in business.

Horine Bros. & Vaile was another house of '77, coming from

Chicago. But it did not stay long. After a short trial it abandoned the field here and went back to the city by the lake.

Campbell, Lancaster & Co. opened an office here the same year, coming from St. Louis, Geo. W. Campbell and Jos. Lancaster being active members, and Jas. H. Campbell, of St. Louis, silent partner. Geo. W. Campbell is still here and manager of the Campbell Live Stock Comission Co. Jos. Lancaster has been out of the trade some years and is farming up in Nebraska.

In 1878 Mason S. and W. G Peters made up a new firm, Mason S. Peters & Co. They came up from St. Louis, though were originally Clinton county, Missouri, men, having been born and raised there and had been stock raisers and handlers all their lives. Ed. Peters joined them some years later and the firm name was changed to Peters Bros. But with the opening of 1893 Mason S. and W. G. went with the Campbell Live Stock Commission Co., and Ed. with Rogers & Rogers.

Two years later, 1880, J. A. S. Major, of Clay county, Missouri, was a familiar figure on the yards, and was counted one of the best hog men here. He went back to Clay county some years ago.

Charles P. Baldwin came here the same year and has been one of the leading hog speculators on the yards ever since.

Offutt & Elmore opened up here the same year coming from Northwest Missouri. They had been country shippers from that section, and at once entered into a good business. In 1885, Frank Cooper, their book-keeper and cashier, was admitted to the firm and its name changed to Offutt, Elmore & Cooper, and as such is one of the well known firms on the yards.

The trade now began to grow more rapidly. The year 1881 saw a number of new firms open at the yards. Platt & Evans, M. R. Platt and Jesse Evans entered the trade that year, but in 1882 abandoned it, Mr. Platt turning his attention to breeding Galloways and Mr. Evans went back to his ranch which has since commanded all his attention.

C. M. Keys & Co., of St. Louis, the same year opened a branch here with Isaac Keys in charge. In 1888 their book-keeper, Ben. F. Baldwin, was admitted as a partner in the firm. It has always done a good business and is still in the trade.

Jno. E. Garrett, the hog speculator and order buyer, made his advent the same year and is still here. It was this year that Dan S. Underwood came up from St. Louis and with Col. A. J. McCoy of Council Grove, Kas , formed the firm of McCoy & Underwood and at once assumed a prominent position in the trade. Col. McCoy died in 1890 and was succeeded by his son, A. W. McCoy, who has proven a worthy successor. And the house is still one of the well known ones at the yards.

Means & Haskell was another firm of 1881, it coming here from Atchison, Kansas. Mr. Means was one of heaviest hog shippers out of Kansas before coming to Kansas City. A year later the firm dissolved, C. G. Means going in business with his sons under the firm name of C. G. Means & Sons, and the house is still running that way.

Mr. Haskell at the same time organized the firm of Haskell, Osborne & Co. It has been out of business some years. Mr. Haskell is now in the office of Sanders, Adams & Co.

The old house of Barse & Snider was dissolved this year and two new houses organized, Mr. Snider forming the firm of A. J. Snider & Co., and later took in with him his salemen, Geo. O. Keck and W. R. Clement, and Frank O. Fish remained in the office, he having been with the old firm since 1877. In January 1888, A. J. Snider sold out to Jas. H. Campbell & Co. of St. Louis and retired from business. With his dropping out of the trade Geo. O. Keck and Frank O. Fish entered the commission business under the firm name of the Fish-Keck Commission Co., and soon jumped into prominence.

Mr. Barse on leaving his old house formed the firm of Geo. R. Barse & Co., with Maj. J. H. Waite, for many years shipping master at the yards, in charge of his office.

In 1888 the Geo. R. Barse Live Stock Commission Co. was incorporated. Geo. R. Barse, Pres , J. H. Waite, Sec. and Treas., and it is one of the rich houses on the yards.

McGaughey, Darlington & Co. came here the same year, but did not stay in the trade long. They are now in Chicago.

Jas. W. Martin and C. D. Grant, hog buyers for Fowler Bros., were among the new arrivals this year. They were Chicago boys.

In 1882, Wood Bros., the well known Chicago house, opened a branch here, but after two years trial abandoned the Kansas City field.

W. A. Seeley, Swift & Co.'s cattle buyer, was sent here this year from Albany, New York, and has been a prominent figure on the yards ever since.

The following year, 1883, J. P. Emmert & Co. came here from Northwest Missouri, and brought a good trade from that section with them. They are still in business.

Mountjoy, White & Co. the same year came from Lafayette county Mo. After a year's trial Mr. Mountjoy went back to Lafayette county, but L. E. White is still in business at the yards, his firm now being White, Campbell & Co.

Jno. B. Lennon, P. D. Armour's cattle buyer, is also an '83 man, coming here from Chicago, and has grown into prominence as a cattle buyer.

The next year, 1884, Geo. W. Bolen came here from Chicago and soon built up a good order trade in hogs. He is still in business, his firm now being Schwartz, Bolen & Co.

A. Fisher & Co., of Chicago, opened a branch here the same year, but finally gave it up and went back to Chicago.

Then there was Short, Hopkins & Reed another firm of this year. But after a year's trial, Short and Hopkins left the yards, going back to their farms. Gilman Reed is still in business.

Berry & Hill was also a new firm that year. But it has been out of business some years. Mr. Berry went back to his farm and Mr. Hill to Fort Scott.

H. M. Sparrow, of the Jacob Dold Packing Co., came here this year from Buffalo, N. Y., and Wm. J. Cummings, the Armour Packing Co.'s assistant cattle buyer, was also a new arrival this year, coming from Kansas.

Albert J. Knollin, the sheep man, made his appearance this year, coming from St. Louis.

E. H. Campbell, Swift & Co.'s sheep buyer, was one of this year's arrivals, coming from New Jersey. He first worked for the Stock Yards Co., and later for J. C. Knollin.

Still further and more numerous additions were made to the number of commission houses in 1885. Metcalf, Moore & Co. came here from St. Louis that year. It is now W. F. Moore & Co.

Bohart, Penny & Co., who came here from Northwest Missouri, afterwards A. W. Penny & Co. Mr. Penny is still in the business with Ladd, Downs & Penny. Mr. Bohart is now in the State of Washington.

J. E. Cole, the hog buyer, was another comer of that year, moving from Chicago. He is still in the trade.

Dave Thompson & Co. succeeded Wood Bros. then, but has been out of the trade here some years, going to Chicago.

Jno. Larmon & Co. was also an 1885 house. It is still in business as Larmon & Barnes.

Wright & Worden came here the same year. They are still in the trade.

J. S. McFarland & Co., was another new house that year. But it did not succeed. It has been out of existence for some years.

Then there were D. L. Jones & Bros. and D. L. Stockwell, both of whom are still in the trade. The former now being the Dixon & Jones Bros. Live Stock Commission Co., one of the enterprising young firms.

Zeb F. Crider & Co. were among the new comers that year, Mr. Crider hailing from Chicago, where he was well known in the trade. His house is still in business.

Huston, Wright & Co. and Huston & Co. were both known to the trade then. Mr. Huston is still here, being with Taylor, Taylor & Huston.

W. J. Dillingham & Co., who entered the commission business that year, have been out of the trade for some time. Mr. Dillingham is still on the yards, being with Holcomb, Snyder & Co.

Samuel Kraus was also a new comer this year, hailing from Pittsburgh, Pa., and operated on the yards for himself; but he soon became cattle salesman for Rogers & Rogers, and remained with them three years. He then went back to speculating. In 1892 he became assistant cattle buyer for Swift & Co., and is now with them.

The year 1886, as well as its predecessor, brought many new houses. James H. Campbell & Co. opened an office here this year, coming from St. Louis. It is now the Campbell Live Stock Commission Co.

J. C. Knollin & Co., the sheep men, moved from St. Louis this year, and has ever since exerted a marked influence upon the sheep business.

Thos. Trower & Sons came here from Kansas, and soon built up a good trade. His sons are still in business, but the old gentleman died in December, 1892.

W. T. McIntire, the sheep man, was another '86-er, coming in from central Missouri. He is still in the trade.

The Fish-Keck Commission Co. opened it doors this year, and at once took a prominent position in the trade. It is still here.

Dillingham & Hudson, succeeded W. J. Dillingham & Co. this year. Mr. Dillingham, as before stated, is with Holcomb, Snyder & Co., and Mr. Hudson is farming in Saline county, Missouri.

Nutter Bros., who came here this year, and were in the trade for a long time, are now out of business.

Henry Myer, the big cattle buyer and shipper, also came here this year, 1883, from New York. He commenced on a small scale, but is now one of the biggest buyers on the yards.

Winstead & Custer, was also a new firm this year. Mr. Winstead is still on the yards. Mr. Custer is dead.

Then there was Dyer & Walker. Dyer is in Australia, and Walker up town, in the real estate business.

Dillingham & Garth, who succeeded Dillingham & Hudson this year, stayed in the trade but a short while, Mr. Garth going to his ranch in Kansas. Mr. Dillingham is still selling cattle on the yards.

The pouring in of new men and formation of new houses continued in 1887. Maj. Andrew Drumm, the well known ranchman, opened a commission house here this year. He is still in the trade, and head of the Drumm-Flato Commission Co.

Larimer, Smith & Bridgeford was also organized this year, Mr. Larimer coming from Independence, Kansas, Mr. Smith out of the office of A. J. Snider & Co., and Mr. Bridgeford from central Missouri. It took a good position in the trade. They are still in business.

Redmond & Dezell came here this year from Chicago and did a good business from the start. Geo. A. Redmond went back to Chicago. Jas. Dezell is still here buying export cattle for the Schwarzschild & Sulzberger Co.

Scruggs, Hall & Co. also entered the trade this year. M. D. Scruggs was a well known St. Louis commission man, and Wm. Atchison and Geo. T. Hall were from Clinton county, Missouri. They at once entered into a good trade and are still in business.

Birkett & Verner was another house of that year. It is still in business as Verner & Scroggin. Mr. Birkett returned to his farm.

Hale & Painter entered the trade this year. They were both old time salaried men on the yards. D. A. Painter left the commission business in 1891, and the firm is now Hale & McIntosh.

White & Rial succeeded White & Holmes. They are still in business and one of the best known houses on the yards.

Geo. H. Pierson & Co. was a new house this year. It is now the Pierson-Black Commission Co.

D. C. Paxson was also here then, but left some years ago and is now in Omaha.

Moore & Talpey entered the trade this year, but before getting to work, sold out to Rogers & McCoy. Moore & Talpey are up town in the grain trade, and Rogers & McCoy two years later bcame McCoy Bros. & Bass. Mr. Rogers going back to his grain business at Beloit, Kans.

Then there was Powell, Huston & Co., now Taylor, Taylor & Huston.

The Kirkpatrick Commission Co., was another new house this year. But it did not stay in the trade long, selling out to W. C. Bannard, who is still on the yards.

Wickens & Co. entered the trade this year, but quit business in 1891. Mr. Wickens is with Ladd, Downs & Penny, and Jim Dick is a hog speculator on the yards.

J. C. Hall & Co. also came here then. They are still in the trade.

Then there was Dunham & Brown, now out of business. Mr. Dunham went back to his farm in Johnson county, Missouri, and Mr. Brown is with C. M. Keys & Co.

E. J. Ricks, Swift & Co.'s hog buyer, and Col. A. W. Gillett, Kingan & Co.'s hog buyer, were new arrivals this year.

1888 brought many new firms. Geo. H. Nute came here that year from St. Louis, and is still a well known hog buyer on the yards.

Jas. Worden, now with Hunter, Walter & Co., was another arrival this year.

Taylor, Taylor & Co., now Taylor, Taylor & Huston, made their first appearance this year.

Wright & Hannah were also among the new arrivals then. They are still in business.

Myers, Wise & Co. also entered the trade that year. But it is now out of business. Mr. Myers went back on his farm, but Bob Wise is still here selling cattle for Rogers & Rogers.

Then there was White, Funk & Co., now White, Campbell & Co., that opened an office this year.

Custer, Norris & Co. came here this year. Custer is dead, and Norris went back to Kentucky.

Cramer, Crowley & Co. was another firm of this year. It went out of business some time ago, and was succeeded by McDonald, Titsworth & Co., who are still in the trade.

W. H. Embry & Co. were also in the commission business then. Mr. Embry is still here speculating on the yards.

McIhenny, Baker & Co. made their first appearance this year. But was dissolved some time ago, and succeeded by W. C. M. Baker, who is still here in the trade.

W. B. Ecton & Co. was also a new house in 1888. Its members came from Clay county, Mo. W. B. Ecton went back to his farm some time ago, and Geo. Ecton is with Scruggs, Hall & Co.

E. R. Robinson & Co., was another arrival this year. Later the firm changed to Winstead & Robinson. But it is now out of business. Mr. Robinson going to St. Louis for the American Live Stock Co., and Mr Winstead formed the firm of Winstead, Taylor & Co., now Taylor, Taylor & Huston.

The next year, 1889, was another busy one at the yards, a good many new firms entering the trade. Duke, Lennon & Harrington organized their house this year. R. H. Duke was an old time salesman on the yards. L. A. Lennon had been helping to buy cattle for P. D. Armour, of Chicago, and J. H. Harrington was a well known office man. Their firm at once took a good position in the trade, and has remained unchanged.

The American Live Stock Co. also opened an office here this year. But its fights with the Live Stock Exchanges of the various markets, caused them in 1891 to go out of business.

Green, Mills & Co. was another house to open here this year, a branch from Chicago. It is still in business.

Hyer & Fletcher was another new comer. They are still in the trade.

Embry & Gregory was another '89-er. But is now out of business. Mr. Embry is speculating on the yards, and Mr. Gregory is with Green, Mills & Co. in Chicago.

H. Theis & Co. also came here this year. It is now Theis & Parlin.

Then there was the Custer, Haskell Commission Co. Mr. Custer is dead, and Mr. Haskell is in the office of Sanders, Adams & Co.

Worden, Hutchison & Co. went in business this year. They have been succeeded by Walter Bros. Co.

Hall, Hill & Co. was another new firm of that year, but it is now out of business. Mr. Hall went back to Grain Valley, Mo., on his farm, and Mr. Hill is still here selling cattle on the yards.

E. R. Hunter, of St. Louis, came here that year and opened an office, but did not stay in the trade long. He is now in Chicago.

Jno. B. Dobyns & Co. was one of the new firms this year, but it is now out of business. Mr. Dobyns is with the Kansas City Live Stock Commission Co.

Hill, Lyons & Co. came here this year, but are now out of the trade. Mr. Lyons went back to his farm in Missouri and Mr. Hill is still here selling cattle on the yards.

Foster, Conrad & Co. also came here this year. It was afterwards Foster Branson & Co., and is now Foster & Baker.

Then there was Campbell, Gant Bros. & Co. They were succeeded in 1890 by Gant Bros. & Co., and they by McDonald, Titsworth & Co., who are still in the trade.

The next year, 1890, brought a number of new firms and some good ones.

Adams, Burnside, Jardon Co. opened up this year. Mr. Burnside had been with Quinlan, Montgomery & Co. and took to his new house an established trade. It is still in business.

Southee, Kirk & Rouse was also organized this year. Mr. Southee and Mr. Rouse had long been on the yards as buyers and sellers, and Mr. Kirk had been head office man for some years in one of the oldest houses on the yards.

Cassidy Bros. & Co., came here this year from St. Louis and established a branch with T. F. Timmons and T. B. Patton in charge. They at once took a good position in the trade. They are still in business.

Lynds, Vanderslice & Co. was also a house of 1890, but they soon sold out to Scaling & Tamblyn, of St. Louis, and are now in the grain business up town. Their successors are still on the yards.

1891 brought but few new houses. Keenan, Morledge & Martin, who came here from Chicago, Frew Bros. and Josiah Hale & Son. The head of the latter house was an old timer on the yards, but entering the business now for himself for the first time. They are still in business.

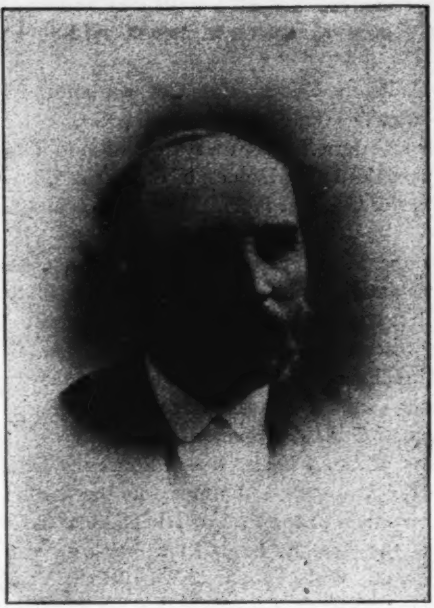
Reuben Abbott came here this year from Boston to buy cattle for the Phœnix Packing Co., and is now with Schwarzschild & Sulzberger Co.

David Tuckhorn was made Nelse Morris' buyer here that year, coming from Chicago.

In the year 1892 the recruiting at the yards was more active.

Ladd, Downs & Penny was organized this year. Mr Ladd had long been on the yards as cattle salesman for the Geo R. Barse Live Stock Commission Co., and Mr. Penny had been an old time salesman on the yards, but came back from Wichita, Kansas, where he had been buying cattle and hogs for the Jacob Dold Packing Co., to go into the firm, and Mr. Downs hailed from Manhattan, Kansas. They at once entered into a good business.

Siegel, Welch & Clawson Commission Co. also entered the trade this year. Mr. Welch had long been in the hog pens here as buyer or salesman, and Mr. Siegel was a well known office man, and A. T. Mustion a cattle trader on the yards. It is one of the enterprising young firms in the business.



(Photographed by Thomson.)

THOMAS C. COLE,

CATTLE BUYER FOR THE ARMOUR PACKING CO. IN ITS EARLY DAYS.

C. F. Herriott & Co. came here this year from Indianapolis, Ind., and are one of the big buying houses on the yards.

The Kansas Live Stock Comission Co. was another house of this year. It is one of the rich firms on the yards.

Winder, Inman & Co. opened up this year, Mr. Winder coming from Pettis county, Mo., and Mr. Inman from the same county, but had been with the Jas. H. Campbell Commission Co.

Pierson & Black Commission Co. was organized this year. Mr. Pierson had for some time been in the trade for himself. Mr. Black had for many years been a well known office man, first with White & Holmes, and later with the Geo. R. Barse Live Stock Commission Co.

The O. C. Peters Commission Co. was another firm of this year, as was also The Talbott Commission Co.

The Northwestern Live Stock Commission Co. entered the trade this year, as did also Holcomb, Snyder & Co.

J. J. Myers & Co. and P. H. Harris & Co. also opened offices this year.

With the opening of the present year, 1893, a number of new and good firms entered the trade. The Drumm-Flato Commission Co. was the first to open up, and is made up of a number of men prominent in western live stock circles. Maj. A. Drumm is the well known ranchman, and Mr. Flato was long with Hunter & Evans and later with the Evans-Snider-Buel Commission Co., and R. G. Head is prominent in western ranch circles.

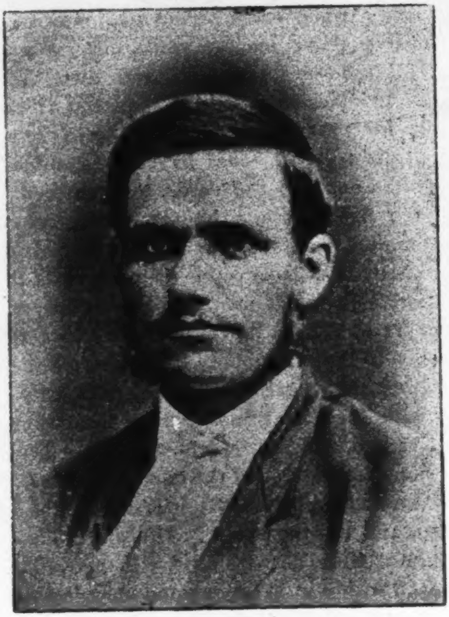
Irwin Bros. & Co. was also a new house the first of the year. The heads of the firm were old timers on the yards for seventeen years, being members of the firm of Irwin, Allen & Co. and during 1892 were with the Geo. R. Barse Live Stock Commission Co.

Then there was Walter Bros. & Co., who succeeded Hunter, Walter & Co., and Sanders, Adams & Co. and Keyser, Agnew & Co.

BIOGRAPHICAL SKETCHES.

J. PARKER MITCHENER.

Mr. Mitchener, while yet a young man, was one of the best known and most popular on the yards. Being a cripple operated against his success financially, and therefore he had to confine himself to office work, and thus placed at a disadvantage in the struggle for prominence and success in the trade that his ability entitled him to, and would have commanded had he been able to have gotten out into the yards, and entered actively into the heat of the fight. While he saw others around him distance him in the race for wealth yet he attained greater prominence intellectually than most of his co-workers on the yards, and had few superiors as an office man. He was born in Cincinnati, Ohio, October 12th, 1848. When but five years old he moved with his parents to Warren county, Ills., where he remained until 1859. His father that year came to Kansas City and brought young Parker with him. Not finding trade here what he expected he moved to Chicago, and Parker followed him. During this time he studied at home and attended the common schools of the country. In 1866 he was appointed weighmaster at the Union Stock Yards, Chicago, and ran the scales in Division "C". Three years later we find him again in Kansas City with his father, and until 1871 was engaged with him in buying and shipping live stock. In June of that year he went to work for the Stock Yards Company as weighmaster, and remained with it until the spring of 1872. Then with his father, J. L. Mitchener, he engaged in the live stock commission business. But being handicapped for the want of capital he soon withdrew and went with Hunter, Evans & Co. as book-keeper, and stayed with them until they moved to St. Louis. In 1878 he again tried the commission business with John Salisbury, under the firm name of Salisbury & Mitchener. The want of capital again interferred with his success, and after its trial for one year he went back to office work, accepting the position of corresponding clerk for Quinlan, Montgomery & Co., and remained with them in this responsible position for eleven years. After the retirement of this firm from business in 1891 he went to Chicago for McCoy & Underwood, and opened a branch house for them in that city. In the early part of 1892 he met with a painful accident in Chicago and had to return home, and for many months he was confined to the house. By fall he had sufficiently recovered so as to be at the yards again and accepted the bookkeepership for Southee, Kirk & Rouse. But his health had been under mined and he died suddenly in January, 1893, universally mourned.



(Photographed by Thomson.)

J. PARKER MITCHENER.

A. J. GILLESPIE.

There is no more familiar figure on the yards than the subject of this sketch. He may be called the nestor of the trade. He was the first to open an office at the yards and was a trader on them before they fairly had a habitation and a name. He had faith in the location of Kansas City for a live stock market, and how well his faith was grounded is evidenced by the building here within twenty short years one of the grandest live stock markets in this or any other country, and the completion of one of the most extensive and complete system of yards known to either hemisphere. He was born in Clinton county, Ills., in 1835. He was raised on a farm and educated in the common schools of his coun-

(Photographed by Thomson.)

A. J. GILLESPIE.

ty. At the age of fifteen years he commenced trading in the country, buying cattle and hogs, and driving them to the St. Louis market, and continued in this trade until the breaking out of the war. He now turned his attention to horses and mules, and bought them for the Government until the close of hostilities. The war being over he moved to St. Louis in 1866, and traded on the yards there until 1869. Besides handling stock he conducted a feed business with the South and met with fair success. But not liking the slow methods of the St. Louis market, he determined to move to a newer and more enterprising country and came to Kansas City in 1869, and, as before cited, was the first to open an office here; and he has been on the yards ever since. By close attention to business and suavity of manner that commands friends he has built up a handsome trade and accumulated a goodly share of this world's goods, and he is counted one of the rich as well as successful men in the trade.

GILMAN REED.

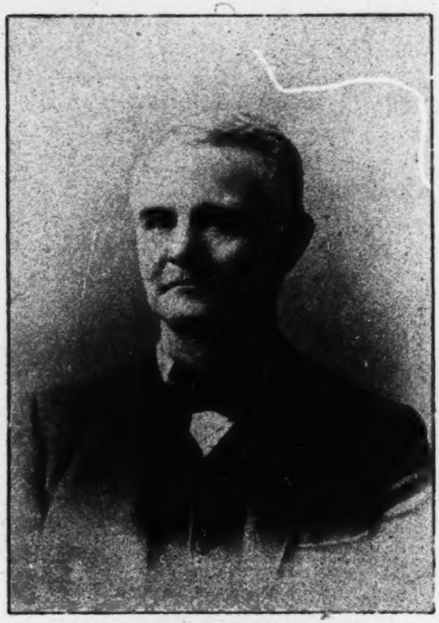
Mr. Reed is one of the pioneers still in the trade here. He was at its birth and has seen it grow through all its stages, from the humblest beginnings to its present proud proportions. For twenty-three years he has been an active worker on the yards, and has lived to see the early faith and works of a handful of bold and far seeing men vindicated and crowned with an abundant success. He was born in Northumberland county, Pennsylvania, in 1843. He was raised on the farm and there learned those habits of industry and economy that are always the handmaids of success. He attended the common schools of his county until of age, studying the winter months and working during the crop seasons. When in his seventeenth year he went to the Pacific coast and worked in the mines of Old Mexico. In 1863 he returned home via Nicaragua and there spent the most of that year. Becoming restless he came west the following year and in 1865 and 1866 visited Kansas City and Atchison and traded in work cattle, supplying them to freighters across the plains, and was engaged in this business for the next two years. He then took a contract on the Union Pacific railroad between Antelope and Larimer City and was here during the years of 1866 and 1867. In 1868 he returned to Kansas City and soon entered the live stock trade, associating himself with Frye, Reed & Kelley, and was with them up to the fall of 1871 when he entered the commission business as Gilman Reed & Co., having A. J. Gillespie and Geo. H. Tobey as partners. A little later the firm's name was changed to Gillespie, Tobey & Co. At the end of the summer or cattle season Mr. Reed withdrew from the firm and went to the country and bought hogs for this market. The following spring he again entered the commission business and has been in it ever since.

(Photographed by Thomson.)

GILMAN REED.

W. A. ROGERS.

There is no man in the trade better known than William A. Rogers. He was among the first to enter the commission business here, and was actively engaged in buying and shipping cattle in the New West before Kansas City had a stock yards or a market. Shrewd and quick he soon won a prominent position in the trade, and success crowned his efforts from the start. He was born in Indiana in 1846, but went to Scott county, Iowa, with his father in his infancy. He was educated in the common schools of his county and at Ann Arbor University, graduating from the latter institution in the class of 1865. On returning home he turned his attention to farming and trading in stock. Meeting with success in



(Photographed by Thomson.)

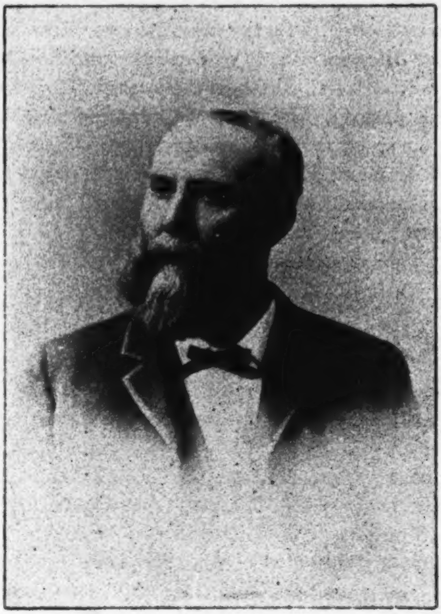
WILLIAM A. ROGERS.

his business ventures he gave up farming and devoted himself to stock trading. In 1868 he moved to Chicago and was admitted as a member into the live stock commission firm of Robert Strahorn & Co., and afterwards went to Kansas where he represented his house for over two years. At the end of this time he came to Kansas City, and shortly after formed the live stock commission house of Gillespie, Rogers & Co., which did an extensive business from the start, handling their second year in the trade nearly two thousand cars of stock. In 1874 the firm was dissolved by mutual consent, Mr. Gillespie retiring to enter the grain business, and the firm's name was changed to Rogers, Powers & Co., and S. T. Rial admitted as a partner. In 1877 Mr. Powers withdrew from the commission business, and the firm was dissolved, and Mr. Rogers with H. D. Rogers, of Chicago, organized the firm of Rogers & Rogers which has held such a conspicuous place on the yards for the past sixteen years, and became its head, and has won for his house an enviable reputation throughout the West.

GEO. R. BARSE.

Mr. Barse may be said to be one of the early builders of the trade here, and has been a prominent figure on the yards since he first entered them. Possessed of a good busines training, pleasant in manners, combined with good judgment and quick perception, he drew trade to himself from the first day he opened his office, and has long ago built up one of the best businesses at the yards, and for the past five years has ranked among the capitalists of the trade. He was born at Green Bay, Wisconsin, in 1839, but when an infant his father moved to Detroit He was educated in the common schools of Detroit and the Commercial college there. His father being a steamboat captain, was of a stern disposition, and young George quick at temper, at times rebelled against his father's discipline, and when only fourteen years old ran away from home. He purchased some notions and went on a trading expedition. After being absent three months he returned home and went to school until he was sixteen years of age. He again left home and engaged in trading for five months.

On his return he was sent to a commercial college and studied there two years. In 1857 he went to Arlington, Ills., and kept books for an uncle who was at that time station agent there. With the assistance of his uncle he purchased 1,400 grain sacks and shipped grain to Chicago. He made a little money and soon purchased a small warehouse, and being supplied with capital by J. L. Hurd & Co., of Chicago, he began business for himself. In January, 1860, he was summoned to Detroit by his father's illness, and took charge of his business. April 17th, 1861, he enlisted in Company "A," 1st Michigan infantry under Col. Wilcox. He was in Alexandria, Va., when Col. Ellsworth of the New York Fire Zouaves, was killed by Jackson in attempting to take down a



(Photographed by Thomson.)

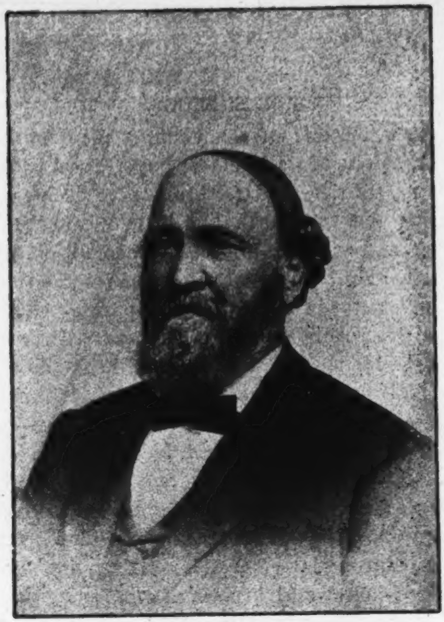
GEO. R. BARSE.

confederate flag from the Mansion House, and was in the first battle of Bull Run. August 4th, 1861, he was mustered out of service and returned to Detroit and purchased a half interest in a boat on the Detroit river. He remained in this business one year when he received a commission as 2d Lieutenant in the 5th Michigan cavalry, and served in different engagements under Gen. Custer and Gen. Kilpatrick through the Gettysburg campaign. October 18th, 1863, during an engagement at Buckland Mills, Fauquire county, Va., he was taken prisoner by General Gordon, and sent to Libby prison. May 7th, 1864, he was sent with other prisoners to Macon, Ga. While enroute near Boston, Va., he jumped from a box car in which the prisoners were confined and made his escape. He was fired on by the guard but received only a slight wound in the left leg. He was reported killed, and a notice appeared in the Richmond papers to that effect. After a week's wandering he was re-captured thirty miles from Lynchburg, Va., and confined in the jail there with the prisoners taken at the battle of the Wilderness. He was again started for Macon, Ga., but escaped from the train near Columbia, South Carolina, with a Capt. Wilson, of Pennsylvania. After ten days wandering and incurring great hardship and dangers, he was re-captured at the Savannah river, near Anderson Court House and sent back to Columbia, South Carolina. He was again started in company with twenty-five other prisoners for Macon, Ga., in box cars under guard of a sergeant and six men. He made a saw out of a common table knife and with it succeeded in cutting a hole in the floor of the car through which he and half a dozen others escaped while the train stopped at Waynesboro, Ga. On the third night out he was captured by hounds and finally reached Macon. After a few months confinement he was sent to Charleston. He had not been long confined in Charleston when he was taken with yellow fever, and on recovery was removed to near Columbia, South Carolina. After recruiting for two weeks he made his escape, for the fourth time, and after following Sherman three weeks reached the federal lines just previous to the surrender of Savannah, December 14, 1864. His health was much impaired by the hardships to which he had been exposed, and on March

23, 1865, he was mustered out with the rank of 1st Lieutenant. He was offered a captain's commission, which he declined on account of ill health. He returned to Detroit and went from there to Arlington, Ill., where, in partnership with his brother-in-law, he engaged in the live stock and grain business in his old warehouse, and afterwards bought two others, one at Ashton and one at Leeland, and operated them all successfully. In 1870 he sold out his warehouses and came to Kansas City as the representative of W. T. Keenan & Co., of the Union Stock Yards, Chicago. He continued with this firm until 1873 when it went to the wall in the financial panic of that year. Shortly after this he entered the live stock commission business for himself with Andy J. Snider, under the firm name of Barse & Snider. They soon built up a good trade. In 1876 their sales reached $3,000,000, and it continued to grow until 1881 when the firm was dissolved by mutual consent and Mr. Barse established a new house, Geo. R. Barse & Co. In 1888 it was incorporated the Geo. R. Barse Live Stock Commission Co. with a paid up capital of $150,000, and he was chosen its president and has held that position ever since. In 1890 the capital of the company was increased to $250,000, fully paid up. It has steadily increased its trade until it now has one of the best businesses on the yards.

WILLIAM EPPERSON.

Mr. Epperson is one of the early builders of the trade here. He has been actively engaged in business on the yards in one way or another for over twenty years, and has always stood to the fore. If he has made less money than some of his more fortunate associates, he has ever held the esteem and confidence of all around him and has long been recognized as one of the first men in the trade. His early training and long experience in handling both cattle and hogs have made him an excellent salesman and won for him an enviable reputation as a judge of stock. He was born near Indianapolis, Ind., in 1833. His early life was spent on a farm and he has been familiar with stock from his early youth. Like all country boys he worked during the crop season and attended the common schools of his county during the winter months. Upon arriving at the age of fifteen years he turned his attention to trading in stock, and he soon won quite a reputation as a hog man, and before he had reached his majority he is found buying hogs for the packing houses of Indianapolis, and he was successfully engaged in this business for a number of years. Attracted by the growing fame of Kansas City, he came West in 1868, and with E. W. Patterson of his own city and J. W. L. Slavens, of Kansas City, built the first packing house here, and continued in the packing business up to 1875. Having sold out his packing interest he went West, and handled western cattle for a season. The following year he is found back at the stock yards, again actively at work in the pens



(Photographed by Thomson.)

WM. EPPERSON.

selling cattle as well as having control of the hog department for Quinlan, Montgomery & Co., and was with them for six years. At the expiration of this time he entered the commission trade for himself, and for the past eight years has been at the head of the firm of Wm. Epperson & Co. He was one of the active spirits in the Kansas City Fat Stock Shows, a member of its executive committee and the last three years acted as superintendent, and did much towards achieving the success won by its splendid exhibils.

ABE E. BEGGS.

Mr. Beggs, while one of the younger men on the yards, has for years stood as one of its foremost buyers, and is an illustration of what industry, sobriety and faithfulness to business will accomplish. Entering the trade with but little means he had to make himself known and win for himself a recognition purely on the ground of merit. His coming into prominence was the result of no lucky strike, or chance promotion, but of patient, steady and unremitting work. He was born in Morgan county, Ills., in 1846, and was raised on the farm. He was educated in the common schools of his county and at the Wesleyan University, Bloomington, Ills., graduating from that institution in the class of 1867. On graduating he engaged in farming and stock feeding with his father. In September, 1868, he visited Kansas and Nebraska, and bought feeders and took them to Illinois and fed them, and met with good success. Encouraged by this venture he extended his feeding operations the next two years, but the market going against him he lost all his early profits; and in the fall of 1871 he turned his face westward and soon landed in Kansas City, seeking for a new opening and start in life. He had been here but a short time when, in partnership with W. A. Rogers, he went to Newton, Kans., and bought eight hundred western feeders and shipped them to the Kansas City market, where they were sold at a good profit. For the next few months he did nothing. But with the opening of the new year (1872) he went to the country, and bought a bunch of good cattle and fed them in Missouri, and after successfully putting through this venture he returned to Kansas City, and accepted the position of book-keeper for W. A. Rogers, then a member of the firm of R. Strahorn & Co., of Chicago, and remained with him until towards the close of the year. With the opening of the following spring he went to southwest Kansas, and investigated the ranch business, but not satisfied with its promise, he returned to Kansas City and again went to work on the yards as book-keeper for Randolph Nichols, then representing Mallory Bros. & Co., of Chicago, and remained in this position until January, 1874, when he was offered a partnership in the produce commission business with Thos. E. Gillespie, now of the firm of A. J. Gillespie & Co., and continued in this business six months. But not liking it, he withdrew and again entered the live stock trade; and for the next six months

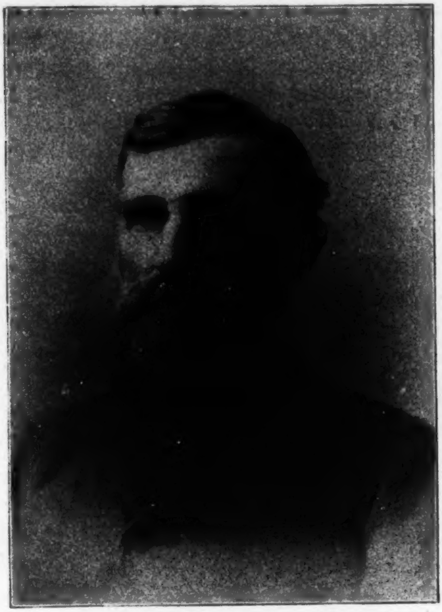
(Photographed by Thomson.)

ABE E. BEGGS.

bought cattle on the yards for the Missouri Penitentiary, and after filling this contract bought and shipped cattle East until the fall of 1876, when he was drawn to St. Louis, and became secretary and treasurer of the East St. Louis Rolling Mill. But not being fitted for this business he soon resigned his position and came back to Kansas City the first of 1877, and shortly afterwards went to Emporia, Kans., with J. H. Clotfelter, and bought cattle at that point for the Kansas City market. In the fall of that year he went to Chicago and took a position with Lynn & McIlhany on the yards, and stayed with them until June, 1878, when he again returned to Kansas City, and went to trading on the yards in cattle, and was engaged in this business until 1879, when he went to Atchison, Kans., for Fowler Bros., then packing at this point, and bought hogs for them, having charge of all their buying along the central branch of the Union Pacific Railroad. But the fall of that year saw him back in Kansas City, and in partnership with Andy George, buying cattle on the yards and hogs in this market for Fowler Bros., and shipping them to Atchison and Chicago. He continued in this business until July 1st, 1880, at which time he severed his connection with the Fowlers, and confined himself to his yard trade. In October of the same year he was tendered and accepted the position of assistant hog buyer for the Armour Packing Company under that veteran stockman, Thos. C. Cole. In 1882 he was given entire charge of the hog buying of that house, which position he still holds. And since his appointment has, perhaps, bought more hogs than any other man on the yards, his purchases averaging over 400,000 per annum.

CAPT. A. G. EVANS.

But few men in the western cattle trade have had a more successful career than Capt. Evans. Endowed with natural business ability, and having raised, driven and grazed western cattle he knew them "from a to izard" before he embarked in the commission business, and was therefore well equipped for the fight. His previous training stood him well in hand, and backed by sound judgment he was enabled to command success from the start. He was born in 1832 at Evansville, a town in western Arkansas founded by his father. His schooling was such as his native town afforded and when not studying he worked on a farm until seventeen years of age. At this time he contracted the gold fever, and went overland to California in 1849. He at once sought the gold fields and worked in them until 1853. Having accumulated some money he returned to the States and settled in Gonzales, Texas, where he engaged in merchandising and stock raising until 1862. His State having now cast her lot with the Confederacy he at once enlisted in its cause and served in Waul's cavalry legion until the close of the war. Shortly after enlisting he was promoted to captaincy and served as his legion's quarter-master with credit to himself and



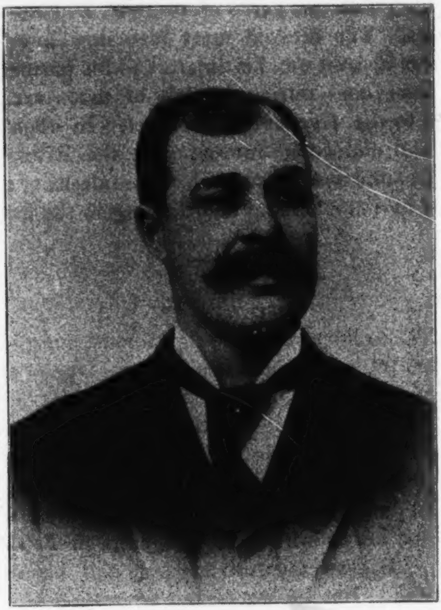
(Photographed by Thomson.)

CAPT. A. G. EVANS.

his command. He participated in the battles of Vicksburg, Holly Springs and Fort Pillow, and others of minor note. The war having ended he again turned his face towards Gonzales where he entered the grocery business with W. D. W. Peck, and did a large and successful business. Money being scarce much of their business was in the nature of barter, and cattle was taken in exchange for merchandise, and in this way he drifted into a stock man and a ranch owner. This in a few years led to Capt. Evans taking the trail, making his first drive in 1869. And for the next three years he came West with herds, and his drives were uniformly successful. Among his acquaintances during his drives was E. W. Patterson, the the big Indianan, with whom he associated himself, and in 1872 they opened a commission house here in Kansas City, under the firm name of Patterson, Evans & Co. In 1873 Col. R. D. Hunter, who, like Capt. Evans, had made money in driving cattle up from Texas, was admitted to the firm, and the house of Hunter, Evans & Co., which held such a prominent place in the western cattle trade for the past nineteen years, became a thing of life. Capt. Evans, though three score years old, is still full of business energy and watches closely the interests of his firm, the Evans-Snider-Buel Commission Co., of which he is now the head.

G. M. WALDEN.

Mr. Walden is one of the striking figures on the yards and conspicuous successes among the young men. His life has been an eventful one. His career was shaped and moulded by himself. Few men ever started in life more handicapped than he. But with a determined will and that ambition that surmounts all obstacles, he, from the most humble of beginnings, has worked himself to independence and an enviable position in the trade. He was born in Cincinnati, Ohio, in 1847. When but nine years old he lost his father and went to live with an uncle in the country. Being poor and dependent he got but little schooling, but spent most of his time in working about the farm. With the breaking out of the war he ran away and enlisted in the Union army and served to its close. At the battle of Chickamaugua he was wounded and confined to the hospital for three months. On recovering he again went to the front and fought to the close of the war. Coming out of the army he went to Anderson, Indiana, and engaged in the express business, but his partner broke him before the end of the first year. In 1866 he again enlisted in the army for five years, but served but two. Not liking the idle life of the soldier in time of peace he made application for his discharge and was one of the first general service men to receive it. On again entering private life in 1869 he went to St. Louis and worked on the old Ashbrook yards as stock driver. He soon attracted the attention of the yard managers and after the first year was made superintendent of the yards and held that position up to 1871 when



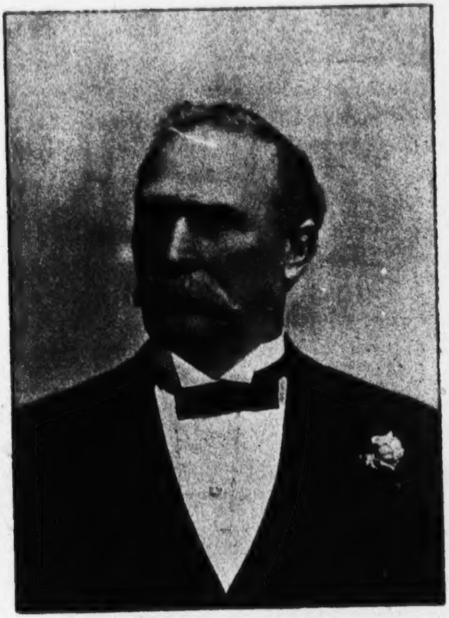
(Photographed by Thomson.)

G. M. WALDEN.

they closed. He then went to the old Broadway yards as weighmaster and served one year, when he resigned his position and became cattle salesman for Lancaster, Taylor & Co., and was with them up to their dissolution in 1873. Having saved some money he now went into business for himself and speculated on the yards for the next five years. At the end of this time he formed a partnership with Jno. P. Miller, under the firm name of Miller & Walden and traded on the yards up to 1889, and did a most successful business. The dressed meat men now interfering much with speculators he sold out his interest to his partner and moved to Wichita, Kans., and during the fall of that year bought and shipped cattle to the Kansas City market. In 1890 he came to Kansas City and connected himself with the Evans-Snider-Buel Commission Co. and was made head cattle salesman, and since has been admitted as a stockholder and director in the firm.

A. J. SNIDER.

Mr. Snider has long been one of the most conspicuous figures in the live stock trade here, and is a splendid type of the self-made man. His life should put to blush all those who rail against the inequality of birth and want of early advantages. No man was ever more handicapped in this regard than he, yet by the time he had reached mature manhood, he was a recognized commercial prince and had large resources, the fruits of honest, steady toil and a determination to win. He was born in Fairfield county, Ohio, in 1833. His parents were farmers, and his schooling was the most limited. But he was endowed with a strong will and honest courage and determination to fight the battle of life manfully. When only eleven years old he commenced to drive stock to the Cumberland, Md., market, and later to Baltimore. On one of these trips, when about sixteen years of age, he met with a Mr. Duff in Baltimore, and went with him to Kentucky, where he bought a hundred and ten mules and a negro. He then shipped with them to Singapore, India. The voyage was a successful one, and young Snider was well paid for his trip and faithful discharge of duty. Not liking the country he returned to America by the way of London. On arriving home he came West, and first stopped in Platte county, Mo. From there he went to Independence, Mo., and engaged in carrying mails across the plains. A perilous business in those days, as the country west of the Missouri river was then full of hostile Indians, and many were the dangers ran and the hardships incurred on those trips. Yet he never faltered in the discharge of his duty. On one trip he was snowed in near Trinidad, Colo., and had to live off of mule meat for three weeks, and had to eat it without pepper or salt. For eighteen months we find him in this perilous and trying business. Having made himself familiar with the plains, and proving himself faithful and fearless, he secured a position as wagon-master for the Government, and



(Photographed by Thomson.)

A. J. SNIDER.

transported supplies across the plains for the next year. He then came back to Missouri, and was married in Platte county, and for some years followed the trade of a plasterer. Many of the oldest houses in Platte City were plastered by him. In 1858, during the gold excitement, he went to Colorado, and after being in the mines for some time prospecting, and proving unsuccessful, he drifted to Denver and made his home there until 1863, during which time he filled the offices of sheriff, marshall, city treasurer and collector. In 1863 he went to Virginia City, Montana, with his family and took with him a train of goods. On the organization of the territory he was elected the first sheriff of Madison county, then the entire organized territory. He remained there five years, and met with good success in his business. He then came back to the States and went to New Orleans, La., looking for some business to engage in. Not finding a favorable opening in that city, he came to Kansas City, and then went to Baxter Springs, Kas., and bought and shipped the first train of cattle ever sent out from there, and sold them to L. McConneys, of Illinois. He kept with the western cattle trade until about 1872. He sold cattle here at Kansas City for John R. Skinner, of Vineita, I. T., in the old Missouri Pacific yards before there was any commission houses established here. His office was a hay shed. And the story is told of him that each morning he could be seen riding to the yards with his two little sons, Chester in front of him and Jack behind. A shot-gun and dog also accompanied him, and when not engaged in business he shot ducks on the Kaw river, which was then full of them. In 1873 he went into the commission business with Geo. R. Barse. From the start the firm of Barse & Snider took a prominent position in the trade, and was one of the strong houses at the yards for ten years. Mr. Snider's boys having grown up, and wishing to start them in business, the firm of Barse & Snider was dissolved by mutual consent, and he went in business for himself under the firm name of Andy J. Snider & Co. Backed now by large means and an extensive western acquaintance, he increased his business rapidly and in a few years his sales reached $10,000,000 per annum, and his net commissions one year, $95,000. Besides conducting his commission business he was, most of this time, associated with

Major Andrew Drumm in an extensive ranch in the Indian Territory, and in twelve years they divided $800,000 in profits. His oldest son, Jack, losing his health, and having accumulated a large fortune, he sold out his commission business in 1886 for $35,000, and took his son to California. But he was there only a short time when he died. He returned to Kansas City with his body, and again made his home here, and now owns one of the most beautiful homes in this city. He has largely retired from active business, marketing now only about 10,000 head of cattle a year. He is associated, however, with his only son, Chester A., who is in the live stock commission business with the Evans-Snider-Buel Commission Co., Kansas City, Chicago and St. Louis, the largest house of its kind in the West. But most of his time is given to his ranch business. In May, 1892, he sold a half interest to Maj. Seth Mabry in 10,000 cattle for $100,000; and a few weeks later he, with Mr. J. T. Thornton, bought the Dolores Ranch in Zavalla county, Texas,—120,000 acres,—and stocked it with about 12,000 yearlings.

CHESTER A. SNIDER.

Mr. Snider has been actively identified with the business on the yards but a few years, yet he has assumed a prominent position in the trade. A son of Andy J. Snider, it may be said he has been familiar with cattle from infancy. But his father's large wealth enabled him to live at home in comfort, and spend much of his time in cultivating his mind by travel and reading, and only after marrying and settling in life did he feel it encumbered upon him to enter actively into business life. But unlike most young men, on putting on his working harness, he at once got down to solid work, and assumed prominence in his chosen calling. He was born in Platte county. Mo,, in August, 1860. His early life was spent with his father in the far West,—Colorado and Montana, —but he has made his home in Kansas City since twelve years of age. He was educated in the public schools here, graduating from the High School in the class of 1878. Not satisfied with this he took a two year's special course at Bethany College, West Virginia, after which he returned home, and with his late brother Jack entered the ranch business on the Canadian river in the Pan Handle of Texas. Their investment proved most successful, for the following year they sold out to Underwood, Clark & Co., at an advance of $100,000. From then until 1885, he spent most of his time at home. In 1885 he went to Europe, and spent thirteen months in travel in the old world, and on returning home lived a quiet life until 1889, when he took Col. R. D. Hunter's place in the firm of Hunter, Evans & Co., and the house was re-organized, and incorporated under the style of the Evans-Snider-Buel Commission Co., with a paid up capital of $200,000, doing business in Kansas City, Chicago and St. Louis, and is the largest house in

(Photographed by Thomson.)

CHESTER A. SNIDER.

the live stock trade. Since being admitted to the firm he has had charge of the house at this point, and has conducted its business with signal success.

(Photographed by Thomson.)

ALEX. FRASER.

In the early days of the trade the subject of this sketch was the leader of the younger set; and no man ever struck the yards who did more and better work in the cattle pens. He judged a bullock with that rapidity and accuracy only known to experts, and being young and quick did an immense amount of business in a day. And for six years he did all the cattle selling for Quinlan, Montgomery & Co., who in those days led in the western cattle business at the yards. He was born in the north of Scotland in 1853. His father being a farmer and stock raiser, it may be said that he knew and handled stock from his infancy. He was educated in the common schools, and stayed there until eighteen years of age. After this he helped about his father's farm. When twenty years old he came to America, and for awhile speculated on the yards in Chicago. In the spring of 1874 he came to Kansas City, and bought cattle on the yards, and shipped for the next year. At the end of this time he was offered and accepted the position of cattle salesman for Quinlan, Montgomery & Co., and stayed with them the summer and fall of 1875. In the spring of 1876 he was admitted to a partnership in the firm, taking the place of Col. John Cline, and assumed control of the cattle selling, and occupied that responsible and trying position, handling the closing years he remained with the house from 60,000 to 70,000 cattle per annum. At the close of 1882 he severed his connection with the trade at the yards, and with W. C. Oburn went to contracting cattle for the Government, and ranching extensively on the plains. In 1884 he sold out his entire cattle interest and invested in Kansas City real estate, and for some years has been one of the best known moneyed men and property owners of the city, being one of the few who came through the "boom" unharmed.

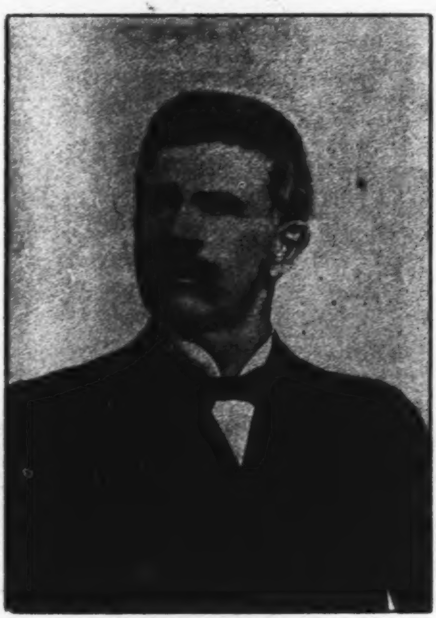
ROBERT C. WHITE.

Mr. White is one of the best known and most highly esteemed men in the trade. Of easy approach and kindly disposition, and having profound knowledge of stock, he rapidly made friends and held them; and from the first has been one of the most prominent and influential men on the yards. He was born in Estell county, Kentucky, and was raised on the farm. In 1843, when only fifteen years of age, he moved with his parents to Platte county, Mo., at that time on the frontier. When not engaged in work on the farm he attended the common schools of his county, and thus acquired a good English education. Coming from a horse and mule country, and his father breeding them, he naturally turned his attention to that class of stock. On reaching manhood he abandoned the farm, and devoted his time mostly to buying and marketing horses and mules, and in the early days was the most extensive and successful dealer in this class of stock, supplying before the war both horses and mules in large numbers to the Government, and to freighters and mail contractors across the plains. He was the first man to open a sales stable for horses and mules in Kansas City, starting in this business here in 1857. In 1863 he went to St. Louis, and remained there until the close of the war, when he returned to Kahsas City, and again engaged in the horse and mule business, and did an extensive trade in them for some years. In 1872 he entered the commission business at the stock yards with

(Photographed by Thomson.)

ROBERT C. WHITE.

L. A. Allen, and was with him two years. In 1876 he formed a partnership with Geo. Holmes, and was the head of the well known commission house of White & Holmes for twelve years. He is still the head of his old house, under the firm name of White & Rial, Mr. S. T. Rial taking Mr. Holmes' place in 1887, on the latter retiring from active business.



(Photographed by Thomson.)

S. T. RIAL.

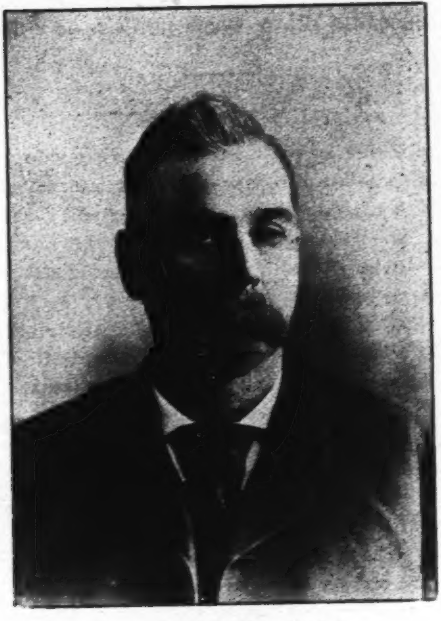
Mr. Rial has long been one of the most familiar figures on the yards here, and few men in the trade have worked harder or longer for its building up than he. He is classed among the old timers in the business, and it is gratifying to know that he has lived to reap the reward of his early struggles. He is by no means an old man, though he has been many years "in harness," having lived a very active life. He was born in Anderson county, Kentucky, in 1836, but moved with his parents to Caldwell county, Missouri, when only four years old, and it was there he grew up and got his first start in life. He attended the common schools of his county until sixteen years old, when he entered a country store and sold goods for twelve months. At the end of this time he was taken with the gold fever and went to California. He worked in the mines there for two years, but met with poor success and returned home and again entered a country store where he sold goods until he was twenty-five years of age. Having now saved a little money he went in business for himself and sold goods up to 1863. He now turned his attention to stock, devoting his time to farming and feeding stock, and continued in this business up to 1874, when he moved to Kansas City. He at once entered the business at the stock yards and has been a prominent figure in the trade here ever since. The first year he sold cattle for Rogers, Powers & Co., and when his contract was up was admitted to the firm and its name changed to Powers, Rial & Co., and he was with this house two years, until Mr. Powers withdrew from the business. We next find him as cattle salesman for Hunter, Evans & Co. He remained with them one year and on their leaving Kansas City accepted a position as cattle salesman for J. R. Stoller & Co. and stayed with them up to 1887. The firm of White & Holmes dissolving this year by the retirement of Mr. Holmes, he took his place and with Mr. White formed the commission house of White & Rial, one of the best known houses in the trade and enjoying a handsome business.

H. B. TOWER.

Mr. Tower is one of the nestors of the trade, having been a familiar figure at the yards since their earliest days, and has seen them grow from a few pens on the north side to their present magnificent proportions and completeness. And he has grown up with the business from a small trader in the early days to one of the largest and best salaried cattle buyers on the yards. His life is an interesting one, and emphasizes the old proverb:

> "Honor and fame from no condition rise,
> Act well your part, there all the honor lies."

He was born in Franklin county, New York, in 1839. He was a farmer's boy, and was early taught to work and self-reliance. His schooling was limited. He attended the district schools of his county until fourteen years of age, and his studies were confined to the English branches. But it was enough to enable him to give himself a good business education in after years. When only fifteen years of age he set about earning his own living. Being healthy and strong he had no trouble in getting farm work in his own county, and for the next two years labored for $6.00 a month and during the busy seasons had to put in twelve and fourteen hours a day. At the end of this time he was offered better wages in Vermont and moved there, where for two years he was paid $10.00 per month. We next find him back in his home county working for $12.00 per month, and he stayed there until twenty years of age. Two seasons of this period, the months of September and October, he worked in a potato starch factory, and got what was considered big pay in those days, $15.00 per month. But the days were long and the work hard, rising at 4 o'clock in the morning and working until 10 o'clock at night, and it was no uncommon thing for him to shovel, and pack in a basket, two hundred bushels of potatoes in a day. And his pay was given him in store orders instead of money. Cattle in the fall and grain in January were the general mediums of settlement in those days. How different from now! The present wages being princely compared with them, and paid in cash. Young Tower, while getting what was considered good pay for a farm hand, was ambitious to do better, and he went back to Vermont, and took a job that but few men would have accepted. Yet he never faltered, and carried out his contract successfully. A Mr. Bradstreet paid him $15.00 a month for running a saw mill at night and doing farm work during the day. He got up at 3 o'clock in the morning, and ran the mill until 5 o'clock, then went to breakfast, and from there to the field, and worked until 8 p. m. After supper he returned to the mill and ran it until 11 o'clock. He kept up this Herculean work until cold weather set in. Having saved a little money, he turned his face westward in 1860, and located in Minnesota. Here he first turned his attention to stock trading, and kept it up for three years, and success coming to him slowly, he moved to Cook county, Ills., in 1863, and for the next three years bought stock in that county and shipped it to the Chicago market. While principally dealing in cattle and hogs, he bought more or less horses for the Government. In 1867 he left Illinois and came to Kansas City before there were yards here. And there being but little stock trading here then, he turned his attention to farming, and for his first four years



(Photographed by Thomson.)

H. B. TOWER.

residence in this section ran the Mission Farm at Shawnee, Kans. In 1873 he gave up farming and returned to Kansas City, and was given a position on the yards by White, Allen & Co., and remained with them one year. At the end of this time he entered business for himself, and was an active trader on the yards up to 1887. His fine knowledge and close judgment of cattle attracted the attention of the Armour Packing Co., who on the retirement of J. K. Southee from their employ, made him their head cattle buyer, which position he still holds.

J. N. IRWIN.

Mr. Irwin is one of the men in the trade who travelled the trackless prairies before the days of civilization, and did his share in opening up to commerce that glorious country west of us now known as the New West. His life has been a busy one. Whatever he found to do he did with a will, and never allowed danger or exposure to stand in his way of duty. He was born on a farm in Jackson county, Mo., in 1837, and educated in the common schools of his county. He worked at home until sixteen years of age, when he went on the plains, driving a team for Irwin & Thornton, then freighting from Independence, Mo. In 1857 with his brother, S. D., he went to Salt Lake City with merchandise, loading at Atchison, Kans., then one of the out-posts of the Indian country. On reaching Rocky Ridge, Wyoming, their train was stopped by soldiers under the command of Gen'l Albert Sidney Johnston, who at that time had command of the trans-Mississippi Department, and was on his way to suppress the Mormon outbreak. And from there to Fort Bridger he encountered many difficulties. They finally arrived in safety, but could get no further, and delivered their goods at that point to Livingston, Kincaid & Co., sutlers of Salt Lake. While there he and S. D. were given the beef contract for the Government and executed it successfully. With the approach of winter he and his brother turned their faces towards the States, leaving Fort Bridger December 16, 1857, with pack animals for Fort Leavenworth, carrying the United States mail. The trip was a stormy one. They were on the road forth-seven days and encountered heavy snows, and at times it reached stirrup high. The cold was intense and they suffered much, both from hunger and exposure; but supported by a will that knew no fail they finally reached Leavenworth and after riding down forty-six horses and mules delivered the mail in safety. He then went home near Independence, Mo., and remained on his mother's farm for some time. But the plains had a charm for him and in the spring of 1858 we again find him at Atchison, Kansas, with his brother, preparing for another trip to Salt Lake with merchandise for Livingston, Kincaid & Co., Salt Lake, and his trip this time was crowned with success, he getting through without a single mishap or embargo, though the country was full of

(Photographed by Thomson.)

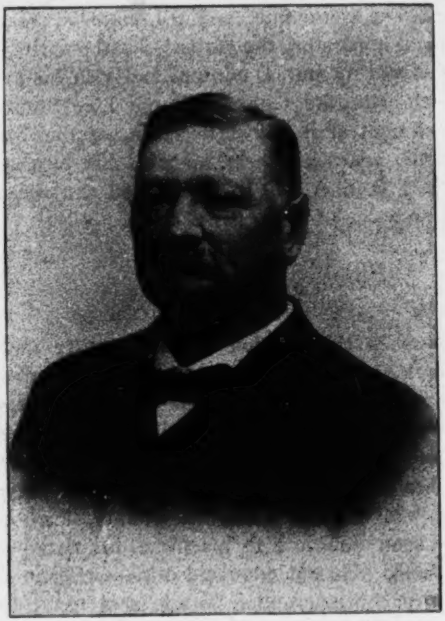
J. N. IRWIN.

hostile Indians. On getting back to the states they again immediately engaged with J. C. Irwin and Solomon Young to return to the Mormons with merchandise. And another successful trip was made with his brother, and they opened a store in Salt Lake and sold out their goods. On returning home he farmed until 1860, when he engaged to work for Irwin, Jackman & Co., a big freighting firm with headquarters in Kansas City. But the war breaking out he moved to Leavenworth in 1861, and from there freighted to all parts of the wild west up to 1866, taking in such points as Denver, Salt Lake and Santa Fe, New Mexico. In the latter year with J. C. Irwin and S. D. Irwin he took a government contract for route No. 3 and went to Fort Union, New Mexico, and established headquarters, and at the same time opened a large general store at Las Vegas, and remained there until the latter part of 1867. During that time he filled a corn contract at Fort Union of 5,000,000 pounds and a beef contract of 2,000 cattle, and a big flour contract at Fort Sumner, N. M. After completing these contracts he returned home. Following this trip he, with his brother, took a contract for 1,030 cows and bulls which they delivered at the Indian agency at Omaha, a most successful venture. The next year with S. D. Irwin, Henry L. Newman, David Powers and Chas. Perry he again turned his attention to contracting and helped to buy for and deliver to the government at Fort Leavenworth 1,000 mules, and executed it to the full satisfaction of all concerned. In 1868 he, with his brother, took a contract for supplying grain at Fort Harker, Camp Supply, Fort Sill, Indian Territory, and points in New Mexico. In 1869 he, with W. R. Barnard, of Westport, Mo., and Jas. M. Piper, of Kansas City, and his brother, S. D. Irwin, organized the firm of Barnard, Irwin & Co., and entered more extensively than ever into contracting with the government for the transportation of army and Indian supplies, hauling from Fort Harker to New Mexico and from Fort Harker to Fort Sill, Indian Territory, and all the interior posts embraced in route No. 2. The next year they got the Indian contract from Col. Tom Murphy, of Atchison, Kans., and won success again. The following year, 1871, he, with his brother, sold out their interests to Barnard & Piper and quit the plains. Shortly afterwards they entered the horse and mule business in Kansas City, occupying the big sale stables that now stand at 16th and Walnut streets, and for three years conducted an extensive and profitable business. But the general live stock trade developing more rapidly than the horse and mule trade they went to the stock yards in 1874 and organized the firm of Irwin, Allen & Co., live stock commission merchants, and for eighteen years one of the most successful houses on the yards. In the spring of 1892 this firm was dissolved by mutual consent and with his brother he connected himself with the Geo. R. Barse Live Stock Commission Co. and given control of the cattle selling of that firm. But with the close of his year with them, he with his brother, S. D., and nephews, W. T. and A. D. Irwin, entered the commission trade under the firm name of Irwin Bros. & Co.

S. D. IRWIN

Is an old timer in this section of the country and known and traded in much of it when it was a howling wilderness, and contributed his might towards opening it up to civilization and trade. He knew no fear and where duty called him he went and took many risks and braved many dangers for his employers, as much of his early life was spent in teaming and freighting across the plains. He was born in Lafayette county, Mo., in 1834, but moved to Jackson county with his father in infancy where he was raised on a farm. He was educated in the common schools of his county. On reaching manhood he was attracted to the plains and took a herd of cattle to Fort Union, New Mexico, for Irwin & Liggett. In 1856 he drove an ox team with government supplies from Fort Leavenworth to Albuquerque, New Mexico, for Alexander Majors, now of Westport, Mo. The following year, 1857, we find him at Atchison, Kansas, with his brother "Newt," preparing to again enter the Indian country, and this time with merchandise for Salt Lake City. At Rocky Ridge, Wyoming, their train was stopped by United States troops under Gen. Albert Sidney Johnston, who at that time had command of the trans-

Mississippi Department and was on his way to suppress the Mormon outbreak, and from there to Fort Bridger they encountered many difficulties, but finally got through to that point and there delivered their goods to Livingston, Kincaid & Co., sutlers of Salt Lake. While at Fort Bridger he and his brother were given the beef contract for the government. On the 16th of December, 1857, they started back with pack animals for Fort Leavenworth carrying the United States mail. They were on the road forty-seven days and encountered heavy storms and at times the snow reached stirrup high. They suffered much both from exposure and hunger but finally reached Leavenworth in safety with the United States mail, after riding down forty-six horses and mules. He then went to



(Photographed by Thomson.)

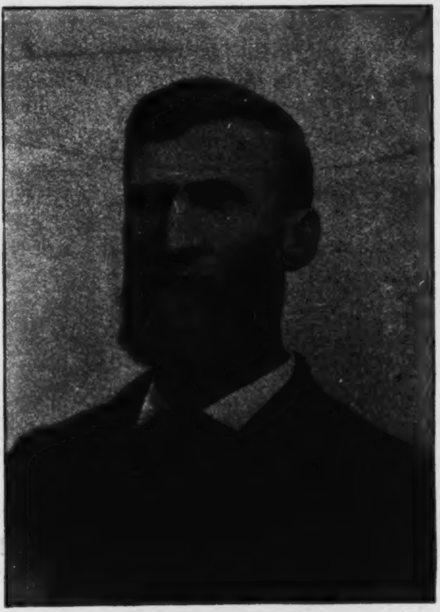
S. D. IRWIN.

Independence, Mo, and spent the winter. In 1858 he with his brother, "Newt," started from Atchison, Kansas, with another train of merchandise for Livingston, Kincaid & Co., Salt Lake City, and got through without trouble. Coming home they were engaged by J. C. Irwin and Solomon Young to again visit the Mormons with merchandise. They reached Salt Lake in safety and opened a store and remained there eighteen months. In 1861 he left Salt Lake with a train of butter for Denver where he sold out successfully. He returned to Salt Lake again with goods in 1862. The following year, 1863, with A. Caldwell, J. C. and J. N. Irwin, he loaded a train of freight at Fort Leavenworth and went to Salt Lake and sold out and returned, making a very successful trip. Next year, 1864, he with J. C. and J. N. Irwin loaded a mule and ox team at Atchison for John Howe, to be delivered at Virginia City, Montana, and got through in safety and returned the same year. In 1865 he went with a train of merchandise to Salt Lake City for Ezra R. Hickman and Geo. White and had a peaceful and successful trip, and was back at Atchison, Kansas, again before the end of the year. The following spring, 1866, we find him enroute to Utah with merchandise for Geo. White and J. N. Irwin and himself and opened a store in Salt Lake City and sold out his goods at a handsome profit. On coming back to the states he started four freight trains with government freight for J. W. Morris, now of Leavenworth, Kans., and J. C. and J. N. Irwin and himself and crossed the plains through a hostile Indian country. We next find him with his brother in 1867 filling a government contract for 1,030 cows and bulls, which they delivered at the Indian agency at Omaha. This venture terminating so successful, he with J. N. Irwin, Henry L. Newman, David Powers and Chas. Perry again turned his attention to contracting and helped to buy for and deliver to the government at Fort Leavenworth 1,000 mules and executed it to the satisfaction of the authorities. He continued in the contracting business with his brother. In 1868 they filled a grain contract with the government, supplying Fort Harker, Camp Supply, Fort Sill and points in New Mexico. In 1869 he helped to organize the firm of Barnard, Irwin & Co., consisting of W. R. Barnard, Westport, Mo., S. D. and J. N.

Irwin, Independence, Mo., and Jas. H. Piper, Kansas City, Mo., and entered more extensively than ever into contracting with the government for the transportation of army and Indian supplies, hauling from Fort Harker to New Mexico and from Fort Harker to Fort Sill, I. T., and all the interior posts embraced in route No. 2. The next year they got the Indian contract from Tom Murphy, of Atchison, Kans., and won success again. In 1871, he with his brother, sold out their interest to Barnard & Piper and quit the plains and shortly afterwards entered the horse and mule business in Kansas City, occupying the big sale stables that now stand at sixteenth and Walnut streets, and for three years conducted a large and profitable business. But the general live stock trade developing more rapidly than the horse and mule business they went to the stock yards, and in 1874 organized the firm of Irwin, Allen & Co. live stock commission merchants, and for eighteen years was one of the most successful houses on the yards. In the spring of 1892 this firm was dissolved by mutual consent, and with his brother connected himself with the Geo. R. Barse Live Stock Commission Co., and was given control of the cattle selling of that firm. At the close of their year with it, in January, 1893, he with his brother, J. N. Irwin, and sons, W. L. and A. D. Irwin, entered the live stock commission business under the the firm name of Irwin Bros. & Co., and have assumed their old place in the trade.

ANDREW GEORGE

Is one of the few old timers still on the yards. He was among the first to ship cattle to this market after its organization and has been with the trade here through all its changes and a constant and faithful worker in it for the past twenty-two years, and stood up and preached for the Kansas City market when there were but few who dared claim for it the future which it has since attained. He was born in Germany in 1841. His father was a farmer. In 1848 he emigrated to America with his parents and located in Augusta county, Virginia, and here young George spent most of his boyhood working on his father's farm. In 1857 he moved with his father to McDonough county, Illinois, and farmed on a more extensive sca'e and paid some attention to stock raising. During the winter months he attended the common schools of his county and thus attained an English education. On becoming of age, in 1862, he with a number of other Illinoisians, crossed the plains, going to Washington Territory, Idaho, Oregon and Montana and prospected and mined for the next seven years. In 1869 he returned to Illinois and farmed in his home county the following year. In 1871 he went to southern Kansas and grazed cattle that season. The winter of 1871-2 he spent in Illinois again but returned to southern Kansas the spring of the latter year and bought cattle and shipped them to the Kansas City market. The next



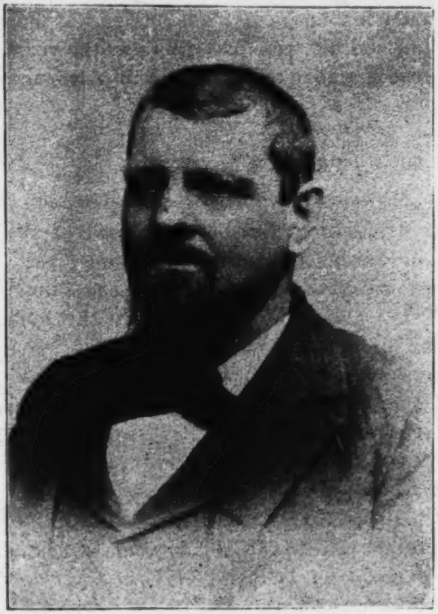
(Photographed by Thomson.)

ANDREW GEORGE.

year he came to Kansas City and went to Iowa and sold Texas cattle there for Gillespie, Rogers & Co. In 1874 we find him back in Kansas City buying and slaughtering cattle, hogs and sheep for the local market, and in the fall of the year was one of the active shippers of cattle east. The next year he went to Texas and bought and shipped cattle during the spring and summer months to St. Louis. The Texas season being over he returned west and the balance of the year bought cattle in Kansas and shipped to the Kansas City market. In 1876 he joined Gillespie, Reed & Co. in the commission business and remained with them until the following spring, when he went to Montana and bought and shipped cattle from that territory. He returned to Kansas City in the fall and bought and shipped cattle east during the winter of 1877-8. The next year he formed a partnership with Abe E. Beggs, now Armour's head hog buyer and pushed the buying and shipping of cattle more actively than ever. With the close of 1879 he quit the cattle business and ran a restaurant at the stock yards the next two years, at the end of which time he sold out and again went on the yards as a buyer and shipper of cattle, and continued in this business up to the close of 1884. In 1885 he went with Rogers & Rogers and sold cattle for them that year. The spring of 1886 he again entered the trade for himself and remained in the shipping business up to 1890. That year he bought cattle for Henry Myers, and the next year became cattle buyer for the Phœnix Cattle Co., and remained with them to the close of 1891. In 1892 he was a buyer and shipper on the yards the first half of the year, but with the approach of cold weather had to go to California for his health. In April, 1893, he returned to Kansas City and accepted the position of cattle buyer for Kingan & Co., and is still with them.

JAMES STEPHENS

Has long been conspicuous as one of the successful cattle men on the yards. He is reticent of speech, but a hard and telling worker and being a good judge of both stock and and men, he has worked himself up to an enviable position in the trade. He is a stockman born and bred, and his success has come to him as a reward of industry and training rather than lucky speculation. He was born in Green county, Pa., in 1840. He was raised on the farm and worked during the crop season and went to school in the winter months until fourteen years of age. From this time until leaving his native state he drove and traded in cattle. Many a time has he driven cattle across the Pennsylvania mountains when he had to lead a steer over the narrow path for the others to follow. He moved to Des Moines, Iowa, in his seventeenth year, and bought and fed cattle near that point for fifteen years, up to 1867; during part of which time he bought horses for the government. In 1871 he was attracted to Colorado and went into the



(Photographed by Thomson.)

JAS. STEPHENS.

ranch business and remained there for four years. Selling out to advantage and wishing a more active life he came to Kansas City and in 1874 entered the commission business with A. J. Gillespie and stayed with him two years. At the end of this time he joined John F. Gregory and they formed the firm of Gregory & Stephens, and was with him up to his death, their house doing one of the big businesses on the yards. Since the death of Mr. Gregory in 1882, he has conducted his business alone under the name of James Stephens & Co., and his trade has grown as the years have rolled by until his house is among the first, both in patronage and wealth.

FRANK B. MITCHENER

Is one of the conspicuous successes among the young men on the yards. He commenced at the bottom round of the ladder and through close and faithful attention to business has worked himself up to a partnership in one of the oldest and best known firms in the trade. On leaving school he entered the house he is now a partner in and applied himself to his business in such a way as to attract attention and had won for himself the reputation of being one of the best office men in the Exchange Building by the time he was twenty-one, and at that age was master of every detail of that branch of the trade. He was born in Warren county, Ill., in 1856 and lived on a farm during his early infancy. When quite young his parents moved to Kansas City, but with the breaking out of the war his father moved to Chicago and was interested in the building of the stock yards there, and on their completion was made Division Superintendent. During this time he attended the public schools and received his rudimental education in the "Windy city." In 1869 he again returned to Kansas City with his parents and entered the high school and graduated in the class of 1875. Shortly after he finished his education he was given a position in the office of Rogers, Powers & Co., then one of the largest firms in the trade, and remained with them until 1877, when Mr. Rogers withdrew and founded the firm of Rogers & Rogers, one of the few old firms that have stood the test of time. He was at once given charge of the office and has been with this house ever since.

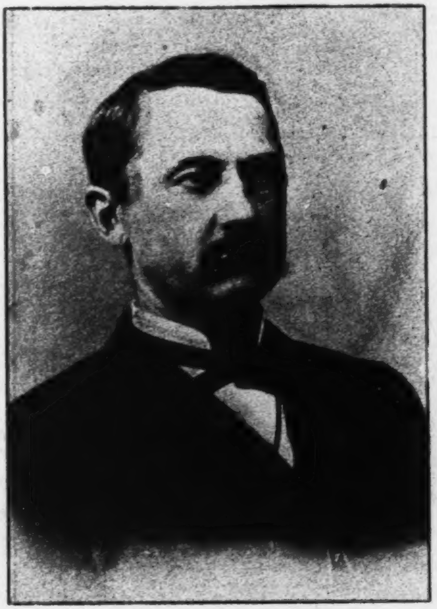
Having made himself invaluable to his employers, he was in 1887 admitted to a membership in the firm, since which time he has had entire supervision of its finances and office work.

CAPT. JAS. H. PAYNE

(Photographed by Thomson.)

FRANK B. MITCHENER.

May justly be termed one of the old timers, and is one of the most interesting figures on the yards. His long residence in this section and years of experience in making history along the Kansas border, gives him a knowledge of its people and brings him into close sympathy with the older home makers of the Missouri valley, making his life an unusually interesting one. He is a stockman by birth and training and thoroughly posted as to his business. He was born in Mason county, Ky., in 1833. When but three years old he moved with his father, the Rev. A. H. F. Payne, of the Christian church, one of the most active and earnest workers of his denomination, and located in Clay county, Mo. His father farmed as well as preached, and James lived at home and worked during the crop season and attended school the winter months until of age. In 1854 he moved to Clinton county, Mo., and farmed and traded in stock, and can remember the time when some of the best lands in that county were entered with money from country bacon sold at 2 to 3 cents per pound, and when live hogs were weighed by being caught in breeching and balanced on



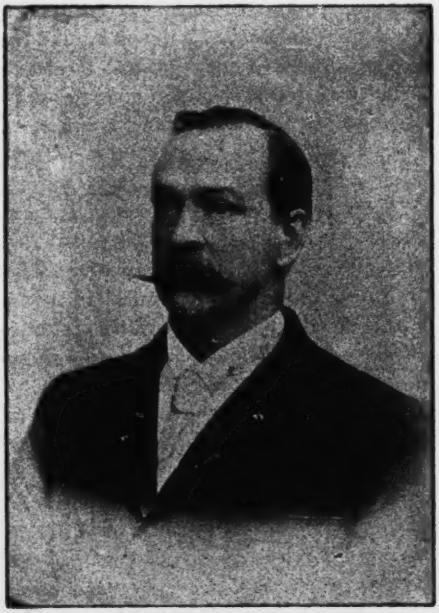
(Photographed by Thomson.)

CAPT. JAS. H. PAYNE.

the old-fashioned steelyards, and since obtaining manhood has helped to drive hogs and cattle from Clay county to the St. Louis market, or Burlington Junction, Iowa, for shipment to Chicago. This was before the days of railroads. He was a frequent visitor during those years to Ft. Leavenworth, and knew Gen. Albert Sidney Johnston and Capt. Jeb Stuart, afterwards the celebrated southern cavalry leader. With the breaking out of the war he joined the confederate army and served under Gen. Sterling Price in Missouri, and later under Gens. Morgan and Wheeler in the lower Mississippi country as captain of cavalry and engaged in most of the leading battles of the west and southwest. In coming out of the war he went to Chicago and was on the stock yards there with R. Strayhorn & Co. up to 1868, when he removed to St. Louis and entered the commission busines for himself. Three years later he was joined by M. D. Scruggs of his home county, and in 1872 by Nick M. Moody. In the financial storm of 1873 his house went under. But while wrecked in fortune he still had reputation left him and an untarnished name, and many friends in the country. In 1875 we find him here on the Kansas City stock yards buying stockers and feeders, and he has built up a large business in this class of cattle, and it may be said, leads the trade in them. In 1884 he was appointed a member of the United States Live Stock Commission by Hon. Geo. B. Loring, then Commissioner of Agriculture, for the purpose of providing such sanitary and quarantine regulations as would protect native cattle from Texas fever while in transit to market. Having been familiar with Texas cattle from boyhood and previously given Texas fever much thought he proved a most valuable member of the Commission, the stock yard companies and railroads acceeding to all his requests and suggestions in providing sanitary regulations in the handling of southern cattle, and the present system of disinfection and sanitary arrangements practiced by our railroads and the stock yards, and that have given such satisfaction, are in conformity with plans suggested by him.

CAPT. J. H. WAITE

Has long been on the yards and is one of the popular men in the trade. Like many of the most successful in the business he has worked himself up from an humble beginning, and his success has come to him as the result of honest labor and the faithful discharge of his duties, which sooner or later always win recognition in the business world. He was born in Orange county, Vt., in 1839. When but a small child he with his parents moved to Genessee county, N. Y., and there lived and attended the common schools of his county until fifteen years of age. The family then moved to DeKalb county, Ill., where the subject of this sketch grew to manhood. After being here several years and studying in the common schools of his county he was appointed teacher in one of the public schools and taught for two years and saved his



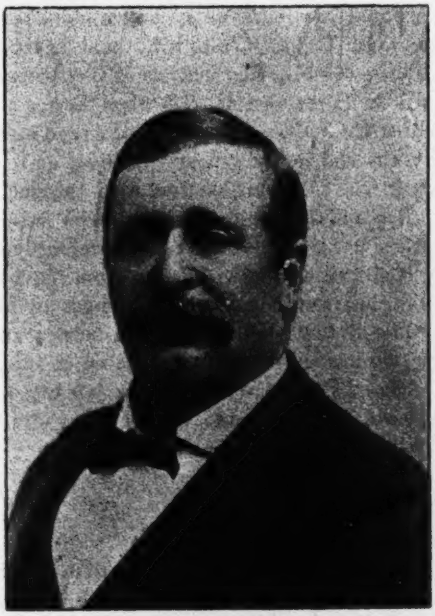
(Photographed by Thomson.)

J. H. WAITE, PRESIDENT 1893-4.

money. In 1858 he entered Beloit College, Wisconsin, and graduated from there in the class of 1862. In September, 1863, he enlisted in Company C, 17th Illinois Cavalry and served with credit until the close of the war. He entered the army as a private but was soon promoted to a lieutenant and held this rank until October, 1864, when he was made captain and served as such until the close of the war. On being mustered out of the army he returned home and accepted the position as collecting agent for Culver Bros., of Cincinnati, Ohio. While with them he traveled over the states of Missouri, Illinois, Kentucky and Tennessee, and stayed with them until the latter part of 1868 when he began as salesman for G. W. Ball & Co., of the same city. In 1870 he came to Kansas City and embarked in the grocery business as one of the firm of J. H. Towt & Co. But not meeting with the success expected he retired in 1875 and accepted the position as shipping master at the yards, which position he filled most acceptably for six years. In 1881 Geo. R. Barse having withdrawn from the firm of Barse & Snider and entering the commission business by himself, Capt. Waite was proffered the position of book-keeper and cashier of his new house, and when it was incorporated in 1884 as the Geo. R. Barse Live Stock Commission Co., and became one of the big firms on the yard, he was made its secretary and treasurer and still fills this important and responsible position.

J. R. STOLLER.

There is no man in the trade better known than Mr. Stoller. Not that he is one of the oldest here, though he belongs to the earlier set, but because success has crowned his every effort and he is counted one of the rich men on the yards. He was born in Morrow county, Ohio, June 1, 1841. He was a farmer's boy and when not working attended the common schools of his county. Possessing a good business mind he turned his attention to trading on attaining his majority rather than farm work. Success seemed to crown his effort from the start. Having accumulated a little money he moved to Missouri in 1868 and settled in Cass county. Here he became a stock buyer and shipper, and for five years successfully prosecuted this business. In 1873 he moved to Denver, Colo., and engaged in stock raising on the plains. In March, 1877, he came to Kansas City and entered the live stock commission business, and from the beginning has occupied a prominent place in the trade. His early training and western acquaintance backed by good capital enabled him to command business from the start until he now has a large and lucrative clientage. He not only has the faculty of drawing trade, but no man in the business holds it better after it is once acquired. His independent, straight-forward way of doing business, and his knowledge of the ranch country and cattle, making him very popular among western cattle men. And as an evidence of their confidence, and the es-



(Photographed by Thomson.)

J. R. STOLLER.

teem in which he is held by them, his receipts for one day, Nov. 2d, 1885, reached 4,363 cattle, all of which had been consigned without the advancement of a single dollar on them. He is a hard worker and faithful salesman, and his house is one of the strong ones on the yards. Besides his commission business he has a ranch in New Mexico stocked with several thousand well improved western cattle.

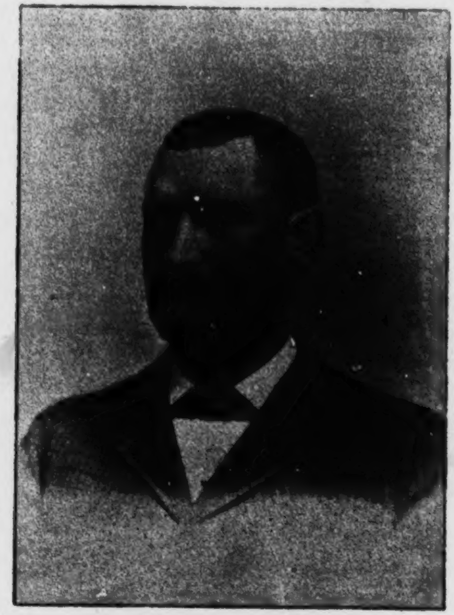
(Photographed by Thomson.)

GEORGE HOLMES

Is one of the early builders of the trade here and has ever stood to the fore among the men on the yards. A man of fine judgment, energetic and enterprising he was not long in attracting the attention of shippers, and for ten years was a member of one of the strong and successful firms on the yards. He was born in Shrewsbury, West of England, in 1832. Until sixteen years of age he studied in the private schools at home, and acquired a common school education. Being well grown for his age, and wishing to see more of the world, he now shipped to America and landed in New York in 1848 and remained there for eight months, at the end of which time he determined to come west and grow up with the country. We next find him in the Rocky Mountains working in the mines, where he remained for two years. But not finding the fortune expected he returned to the states and settled in Westport, Mo., and clerked and merchandised up to 1857 when he went to Texas. But he only stayed in the "Lone Star" state a short time, coming back to Jackson county in the fall of 1857 and located on a farm just east of Kansas City, but now within its limits. Here he engaged in the stock business and corn fed and fatted for market the first cattle ever fed in this locality. After the yards here were opened and the trade began to grow he was naturally attracted to them, and in 1875 associated himself with Mr. Robt. C. White in the commission business, and for ten years was the junior partner of White & Holmes, and acted as hog salesman for his house and soon won for himself an enviable reputation as a judge and handler of hogs. Having accumulated a large fortune he retired from active business on the yards in 1887. But in 1890 again entered the trade as vice-president of the Geo. R. Barse Live Stock Commission Company, which position he still holds.

GEO. O. KECK.

In the western cattle world there are few men better known or more highly esteemed than the subject of this sketch. He long ago attained the reputation of being a cattle expert, and before going into business for himself drew one of the biggest salaries ever paid to a salesman on the yards here. It may be said of him that he was raised in the business, and that he improved his opportunities as the years rolled on, is attested by his success. He was born in Shelby county, Ind., in 1842, and was raised on the farm and was accustomed to seeing stock around from his infancy. He was educated in the common schools of his county. When only sixteen years old he left home and went to Hancock county, Ill., and worked on a farm there until twenty-one years old. Having saved some little money he now went to buying and shipping stock to the Chicago market and was engaged in this business for ten years and his operations proved fairly successful. In 1874 he moved to St. Louis and traded on the yards there for two years, but seeing the trade drifting west he came to Kansas City in 1876. He first turned his attention to operating in western cattle and bought and shipped them on his own account until 1880, at which time he entered the commission trade and for the next two years sold cattle for A. J. Gillespie & Co. In 1882 he went into the commission business with Andy J. Snider & Co., and during



(Photographed by Thomson.)

GEO. O. KECK.

his stay with that firm up to 1886, he sold more cattle than any one man on the yards. On January 1st he, with Frank O. Fish, organized the Fish & Keck Commission Co., now one of the best known firms on the yards, and controlling a large and successful trade.

(Photographed by Thomson.)

FRANK O. FISH

Is one of the early workers in the yards and a conspicuous success among the young men, and his position and fortune may truly be said to be the reward of merit. He for many years being a salaried office man and had won a high reputation in his position years before he embarked in business for himself. He was born in Washington county, O., in 1855 and attended the common schools there until thirteen years old. In 1868 he came to Kansas City with his parents and entered the public schools here and studied for three years and then attended the high school for two years more. In 1873 when only eighteen years of age, he went into the First National Bank as book-keeper, and after serving in this capacity for two years was given a tellership and held it up to 1877, when a more lucrative position as book-keeper and cashier was offered him by the live stock commission firm of Barse & Snider, and he remained with them for five years, and was afterwards with Andy J. Snider & Co., the successor of the old firm, for four years as head office man and cashier, when that house did such a phenomenal business and ran its sales up into millions of dollars per annum. Mr. Snider, retiring from the commission business, he in 1886 with Geo. O. Keck, the head cattle salesman of the house, entered the commission business under the firm name of The Fish & Keck Co. His house sprung into prominence from the start and has ever held an enviable position in the trade.

W. J. DILLINGHAM

Has long been one of the conspicuous young men on the yards, commencing in the early days of the trade here, and having served in every capacity from yardman to salesman, and filled the latter responsible position when only twenty-one years of age. He was raised on the farm and helped his father in the care and breeding of stock until leaving home. In coming to the city he soon fell into the ways of the trade, and combining industry with a good knowledge of stock, rapidly pushed himself forward in the commission business. He was born in Clay county, Mo., in 1857, and there grew to manhood. He attended the common schools of his county until fifteen years of age. He then entered Daughter's College, Platte City, Mo., and graduated in the class of 1875. On completing his education he came to Kansas City and at once found employment with the commission firm of White & Holmes, one of the most prominent in the trade. His first work was that of yardman and he filled this position for over a year when he assisted in the selling. In 1878 he went to Nebraska and bought cattle and hogs for this market that year. On returning he accepted a position with Barse & Snider and remained with them the years 1879-80. The following year he went to the Indian Territory and handled cattle from there that season. In the fall of 1881 he returned to Kansas City and organized the commission firm of Bohart, Dillingham & Co., which ran successfully for two years. Mr. Bohart then retired from the firm and was succeeded by A. T. Garth and the firm name changed to Dillingham & Garth, and continued under this style another year. At the end of this time Mr. Garth withdrew from the trade on the yards and devoted himself to his breeding interest. W. B. Ecton took his place in the firm and for the next two years Dillingham & Ecton was among the prominent young houses

(Photographed by Thomson.)

W. J. DILLINGHAM.

on the yards. In 1887 the firm went out of business, Mr. Dillingham taking a rest. But in 1888 he returned to the trade since which time he has handled cattle on the yards and is one of the most active of the younger set. The first of 1893 he went with Holcomb, Snyder & Co., as cattle salesman and is still with them. Through all his ups and downs "Joe" Dillingham, as he is known by his intimates, has always been cheerful and ever willing to fight the battle of life honestly and fairly whether for or against him.

(Photographed by Thomson.)

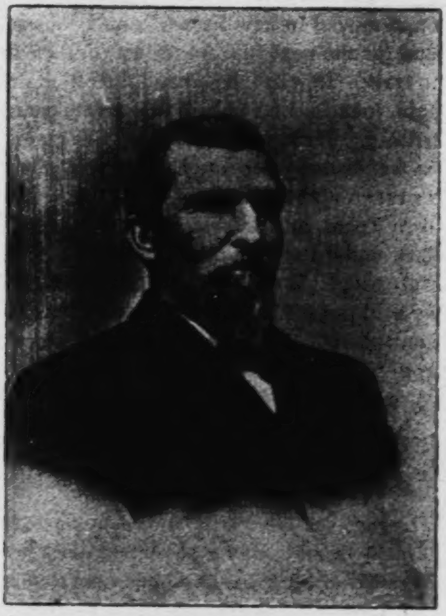
M. T. SHACKETT.

M. T. SHACKETT

Is one of the best known buyers on the yards and his career has been rather a remarkable one. A New Englander by birth and raising, he was soon taught self-reliance and was a self-supporter and shrewd business boy by the time he entered his teens. The lessons of economy and industry he learned in his early years have lasted him through life and contributed much towards his success as a stock shipper. He was born in Addison county, Vermont, in 1843, and spent his early years on his father's farm, and attended the common schools until twelve years of age. Being now a well-grown boy and having a talent for business he turned his attention to buying horses and cattle for the Boston market. He being under age necessitated his paying cash for everything at first, but he soon won the confidence of those with whom he was thrown in business and many years before he had attained his majority he had built up a credit second to none of the many shippers on the Boston market and had won substantial success in his business ventures. For twenty-two years he shipped stock from Vermont to Boston and New York, and when he retired from this trade to come west in 1877 had amassed a substantial fortune. In casting about for a new field for his operations he was attracted to Kansas City by its manifold advantages as a cattle center, and great promise of its future, and located here permanently in 1878 and has been a constant buyer on the yards ever since, and one of the regular eastern shippers for fifteen years. And that he has successfully withstood the shocks and trials of the stock-shipper for thirty-seven years—twenty-two in the east and fifteen in the west—testify to his skill as a buyer and correct judgment of the markets.

JESSE EVANS,

While for some years retired from the ranks of the commission men is one of the familiar figures on the yards here. He is perhaps better known as a ranchman than a yards trader, having spent most of his life and made his fortune on the range, rather than in the pens on the yards here; though from 1882 to 1884 he was a member of one of the richest, and at that time best known commission houses in the trade. Not liking the exacting duties of the commission man, and his ranch interests growing larger and richer, he sold out to his partner after their second year and has since devoted himself to his western interests. He is one of those men who, through hard work and determination to succeed, worked himself up from the humblest of beginnings to independence and fortune and position among the kings of the plains. He was born in Rutherford county, North Carolina, in 1833. He was raised on the farm and taught to be industrious and frugal, those handmaids to success. His schooling was limited, but this was no bar to success to a man of his will and determination. He attended the common schools of his county until sixteen years of age, when he left his books and went steadily to work on the farm, and followed the plow for four years. Being restless and am-



(Photographed by Thomson.)

JESSE EVANS.

bitious, he left home and went to Texas and for the next two years worked as a farm and ranch hand in the "Lone Star" state. We next find him driving the stage between Victoria and Yorktown, and for four years carried the mails and passengers over this route. Having now saved some money he entered business for himself, ranching in Bexar county, and was one of the early successful cattle raisers of that section. In 1871 he sold out his Bexar county ranch and moved to new Bronsells and entered the western cattle drive, and for the next four years was one of the successful drovers on the trail. In 1876 he abandoned the drive and went to ranching again, locating his range in Comanche county, Kan., and the Indian Territory. He here, as in Texas, made money. In 1882 being offered a handsome price on his interest he sold out and bought a larger ranch and bigger herd of cattle on the head of the Colorado river in Texas, and entered the commission business here with M. R. Platt, under the firm name of Platt & Evans and soon had a successful trade. But not liking the exacting duties of the yards trader he sold out his interest to his partner the second year and retired from the commission business, and since has devoted his entire time to his western cattle interest, which has grown very large.

JOHN R. ROUSE

Is one of the few men on the yards who has handled everything and may be termed an all-'round stock-man. His father a farmer and stock man ahead of him, he has been accustomed to the care and handling of stock all his life and was a good judge before he was out of his teens. He was born in Erie county, Pa., in 1847 and spent his early days on the farm and there learned the value of steady work and self-reliance. Like all country boys he worked on the farm during the crop season and went to the district school of his county in the winter months, and thus secured an English education. When sixteen years of age he with an older brother commenced trading in live stock in the country, buying and driving to the Buffalo market, and he continued operating in this way for the next five years. At the end of this time, in 1868, he came west and located in Jacksonville, Ill., and was a buyer and shipper from that point up to 1873. During that year he went to St. Louis and was a buyer on the National Stock Yards, and for five years a constant shipper of cattle and sheep from that market east. His ventures proved fairly successful. Seeing that Kansas City was leading St. Louis in the race for the supremacy of the stock market of the south-west, and was destined to be the second live stock center in the Union, he moved here in 1878 and set to work buying cattle, hogs and sheep for the leading eastern markets and was a steady operator up to 1884, when he was induced to take charge of the hog and sheep department of the firm of J. R. Stoller and stayed with him for five years. Having now become well ac-

(Photographed by Thomson.)

JOHN R. ROUSE.

quainted with the trade of this section and wishing to branch out, he entered the commission business in the spring of 1890 with J. K. Southee and E. F. Kirk, making up the firm of Southee, Kirk & Rouse, one of the promising new houses on the yards.

ROBT. E. COX

(Photographed by Thomson.)

ROBT. E. COX.

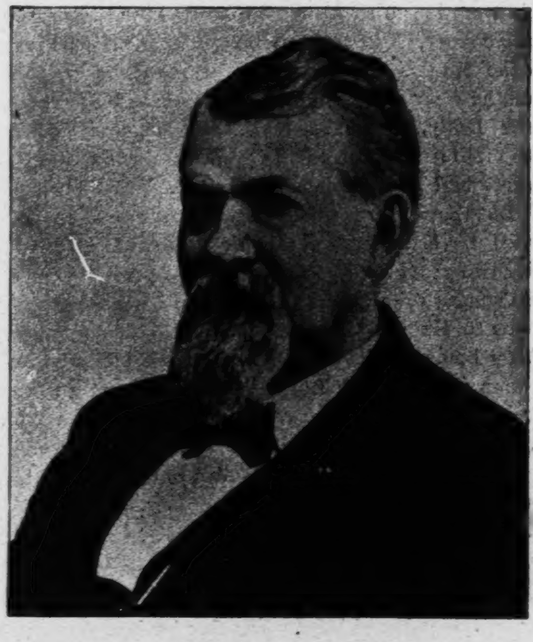
Is one of the old time hog men now in the trade here. His many years in handling this class of stock has given him a knowledge of the hog enjoyed by but few men, and earned for him a reputation in his chosen branch of the trade of which any man might feel proud. Having but limited school advantages in his younger days he has had to wage the battle of life with the odds against him.

But possessed with natural business ability and a determination to win and genius for hard work, he has carved out success where many another would have failed. He was born in Morgan county, Ills., in 1848. His father was a farmer and he followed the plow during the crop season and went to the common schools of his county during the winter, and remained on the farm until of age. By economy and self-denial he had saved a little money and now turned his attention to stock trading. In 1871 he moved to Pottawattomie county, Kansas, and bought and shipped cattle from there to the Kansas City market for three years, at the end of which time he went to the Indian Territory and bought cattle for Buckley & Duffy, of Leavenworth, Kansas, and remained with them for eighteen months. They withdrawing from business there he returned to Illinois and spent a year in his old home county. But the western spirit had taken possession of him and he returned to Kansas and this time located at Wamego and farmed for two years with good success. By this time he had accumulated some capital and casting about for a wider field for his labors came to Kansas City and went into the commission business. After being here several years he accepted the position of hog salesman for Rogers & Rogers, one of the oldest firms on the yards, and has been with it ever since. As a recognition of his services, in 1886 he was admitted as a member of the firm. He controls its hog department and has always done so with credit to himself and satisfaction to his patrons.

COL. A. J. McCOY

Will long be remembered here. His fine business ability and genial nature won for him during his nine years career on the yards the esteem and friendship of all, and his death, October 17, 1890, was universally mourned. His open nature drew men to him and their friendship once acquired was never lost. He was trained as a merchant and entered upon farming and stock trading after having acquired a competency in other pursuits. But he soon mastered the live stock business and made money at it, as in most everything else that he touched. He was born in Lyndon, Vt., in

1831 and there spent his school days and lived until eighteen years of age. He then went to Nashua, N. H., and started a general store and remained there four years. In 1854 he came West and located at Beaver Dam, Wis., and during his residence there of twenty years was farmer, merchant and lumberman and forced success from all; the last four years of which he was postmaster under General Grant. At the breaking out of the late war he entered the army in the Fourth Wisconsin infantry. He was with Gen. Butler at New Orleans and afterwards under Gen. Banks. He was soon promoted from the ranks to a first lieutenancy, and May 20, 1863, was made captain, and two years later, March, 1865, obtained the rank of lieutenant colonel. After the close of

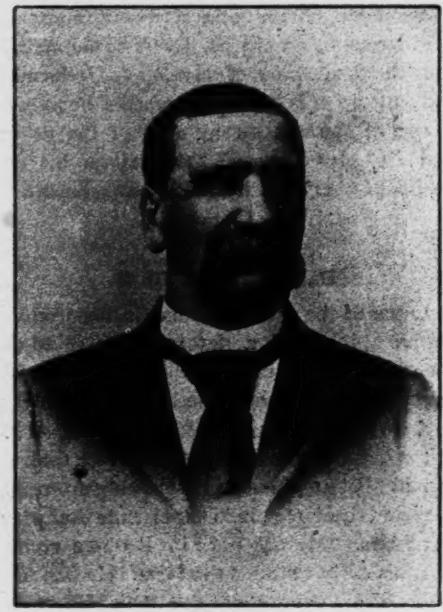


COL. A. J. McCOY.

the war he returned to his home in Wisconsin, and shortly after was made department commander of the Wisconsin G. A. R. In 1876 he moved to Linn county, Kans., and entered largely into farming and stock rasing, and soon became one of the largest and most successful feeders of that section of the state. But he seemed dissatisfied and longed for a more active business life and gave up farming in 1881 and came to Kansas City and immediately entered the live stock commission business, associating himself with Dan S. Underwood, an old St. Louis cattle man, and entered the trade under the firm name of McCoy & Underwood, and in a few years they built up a large and lucrative business, and to-day their house is one of the big, strong ones of the yards. His son, A. W., succeeded to his interest in the firm on his death and has shown much of his father's ability in its management.

DAN S. UNDERWOOD

Is another instance of the self-made man in the trade. With nothing but his native ability and a determined will to start with, he has steadily worked his way in the world until he is one of the substantial and successful men in the live stock trade here. While a farmer's boy, and being familiar with live stock all his life, it was some years after obtaining his majority that he took to dealing in it. But he turned his attention on first growing up to merchandising and railroading and thereby gained experience that proved valuable to him in after years. He was born in Broome county, N. Y., in 1833, and spent his early years on the farm. He was educated in the common schools of his county and the Pine Hill seminary, graduating from the latter institution in 1853. On finishing his education he taught school in his home county for two winters. Having now saved a little money he moved to Polo, Ill., and clerked for one year in a grain warehouse. He followed this up with railroading, serving four years as conductor on the Illinois Central. From here he went to the Chicago & Alton and was given a position as roadmaster and was with this company from 1860 to 1865. By this time, having accumulated some capital, he went to buying and shipping stock in Illinois and Missouri and continued in this business up to 1873, when with his brother-in-law, Philander Dawson, he went to St. Louis and entered the commission business, and for a number of years they did an extensive trade there. Finding the trade moving West he came to Kansas City in 1881 and formed a partnership with Col. A. J. McCoy, an extensive trader and feeder of Garnett, Kas., and the firm of McCoy & Underwood at once took a prominent place in the trade and it has grown and prospered ever since, until now it is one of the best known and strongest houses on the yards.



(Photographed by Thomson.)

DAN S. UNDERWOOD.

JAS. W. MARTIN

While quite a young man is one of the best known and most successful buyers on the yards. His thorough knowledge of the hog has long ago made him a prominent figure in the hog pens, where for the past ten years he has been one of the controlling spirits, and has held the confidence and esteem of all by his uniform gentlemanly bearing and acknowledged skill as a buyer. He was born in Burlington, Ia., March, 1860, and may be said to be a hog man to the manner born, his father being in the business ahead of him. He attended the public schools of his native town until thirteen years of age, when his father moved to Chicago. He also went to the public schools there for a short time, but soon left and took a course at Bryant & Stratton's business college. When only sixteen we find him working in the Union Stock Yards for his father

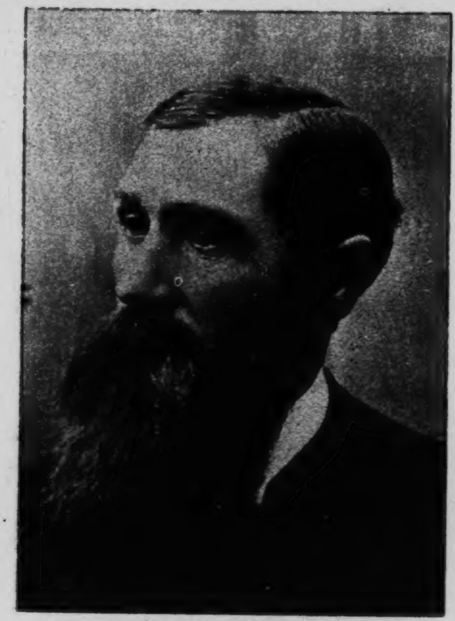
(Photographed by Thomson.)

JAS. W. MARTIN.

who was the head of the firm of Martin Bros., live stock commission merchants. His first duties were those of a yardman. After being at this about one year he was put to assorting hogs for his firm, preparing them for market. When between seventeen and eighteen he went to England with a shipment of hogs as supercargo, and acquitted himself creditably. On returning home he went to work for Fowler Bros., the pork packers, assorting hogs, and continued with them in this position for two years, when he was given the position of assistant buyer. But after remaining with them one year in this capacity, he was sent to Kansas City in 1881 when in his twenty-first year, to buy hogs for their house here, and from that day to this has been constantly on the yards for them buying hogs, his purchases reaching up into the hundreds of thousands annually.

WM. ELMORE

Belongs to the middle set at the yards and is one of the successful men in the trade. He is of a quiet disposition but an indominable worker and his efforts have all been for a purpose, he seeming intuitively to know when and how to strike for best results. He was born in Milwaukee, Wis., in 1845 and lived in Dodge county on a farm until 1861, working during the crop season and attending school in the winter months. With the breaking out of the war, though only sixteen years of age, he enlisted in the federal army and served under Gen. McClellan. At the battle of Antietam he was severely wounded which disabled him for active service. On finally recovering from his wound he went to Montana and engaged in the fur trade. Like all trappers in the frontier country in the early days, he saw much of the Indians and met with many thrilling incidents. He took an active part in many of the stirring scenes in the early history of that territory. In 1872 he returned to northwest Missouri and farmed and traded in stock for the next eight years. In 1880 he came to Kansas City with H. C. Offutt and entered the commission trade, and his firm being the only representatives from his section on the yards at that time they built up a good business from the start and have steadily added to it until his house is now one of the best known on the yards. His specialty is cattle and he has for many years held an enviable reputation as a judge and handler of them, and has from the start had complete control of the cattle department of his house.



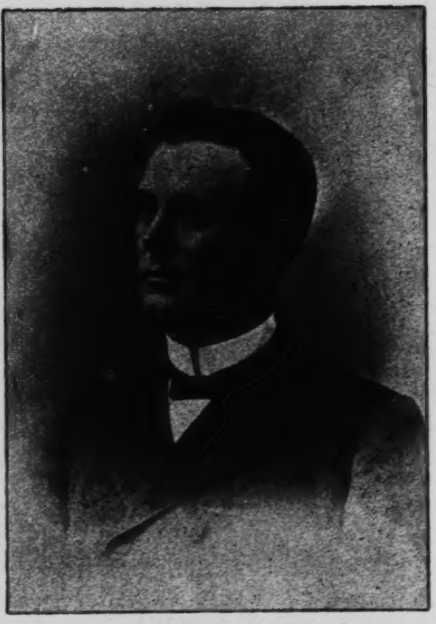
(Photographed by Thomson.)

WM. ELMORE.

CHAS. P. BALDWIN

Is one of the successful young men on the yards. He entered actively into the live stock trade on obtaining his majority and has always given his business close attention and studied the markets from every standpoint, which attention coupled with a mature judgment of stock has enabled him to command success where many others have failed. He was born in Logan county, Ohio, in

1858. His father being a farmer he has been familiar with stock from his earliest boyhood. He attended the common schools of his county until seventeen years of age and then for two years studied at the Ebrite Academy. On completing his education he came west and located in Brookfield, Mo., and at once entered actively into buying and shipping cattle to market. Wishing a broader field for labors he left Brookfield and came to Kansas City in the spring of 1880 and entered the trade at this point, part of the time buying cattle in the West for this market. After remaining in this business for three years he turned his attention to hogs, making the buying and assorting of them a specialty, and has won an enviable reputation as a hog man and is one of the



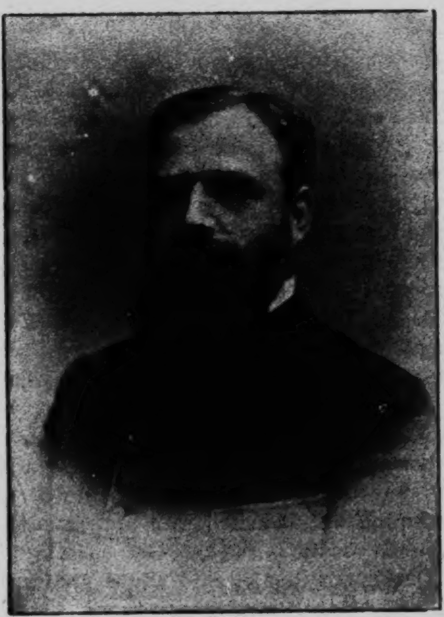
(Photographed by Thomson.)

CHAS. P. BALDWIN.

most familiar figures and best known men in that branch of the trade. In 1892 he received the nomination of his party for Sheriff of Jackson county, Mo.; though defeated he ran ahead of his ticket.

FRANK COOPER.

Of the young men in the trade no one has pushed himself more rapidly to the front than the subject of this sketch. He was a farmer's boy and early in life learned the value of industry and self-discipline. Working on these lines his efforts have been universally successful. He had reached a proud position in his busines at the age of thirty-five years, and has twice been elected president of the Live Stock Exchange. He is a native of Wisconsin but at the age of ten years moved with his parents to St. Joseph, Mo., and soon after to Atchison county, Mo., with which county he was more or less identified until his coming to Kansas City in 1881. During boyhood his time was spent mostly attending school or teaching school in the winter and working on his mother's farm in summer. He prepared for college as opportunity afforded at the Nebraska State Normal School, Peru, Neb., and in 1877 entered the freshman class of the University of Wisconsin, Madison, then, as now, one of the leading universities of the country. From this institution he graduated with honors in 1881. Meantime he read law in vacations and acted as clerk in a leading lawyer's office During this time he enjoyed the practical instruction and supervision of eminent men, among others the Hon. Wm. F. Vilas, late Secretary of War, now U. S. senator from Wisconsin. On examination he was admitted to practice in the circuit and supreme courts of the state of Wisconsin, also to all federal courts below the supreme court of the United States. All this, however, was merely preparatory to a business life, for which Mr. Cooper always declared himself better adapted both by taste and habit. Late in 1881 he came to Kansas City and entered the service of the gentlemen who are now his partners. His firm occupies a leading position owing, no doubt, somewhat to his skillful management and close attention to business. But he is best known and appreciated among his associates as president of the Live Stock Exchange, which institution was brought up to its present high standard of usefulness and firmly established, not without contentention and turmoil, during his first term of office. Dishonest practices of all kinds were thoroughly eradicated owing largely to his watchful and firm administration.



(Photographed by Thomson.)

FRANK COOPER.

GEO. W. CAMPBELL

Is one of the conspicuous young men at the yards. His life, while void of thrilling incidents, has yet been an interesting one and exemplifies the old proverb that "honor and fame from no condition rise; act well your part, there all the honor lies." From the humblest of beginnings twenty years ago he has worked himself up to the head of one of the biggest houses on the yards. He was born in Searsey county Ark., February 10, 1856. He was a farmer's boy and worked on the farm and went to the common schools of his county until fourteen years old. At this age he moved with his mother and older brother to Saline county, Mo., and located on a farm and raised corn and fed cattle for four years, attending the county schools during the winter months. His brother having previously gone to St. Louis and entered the live stock trade, he followed him in 1875 and went to work for the National

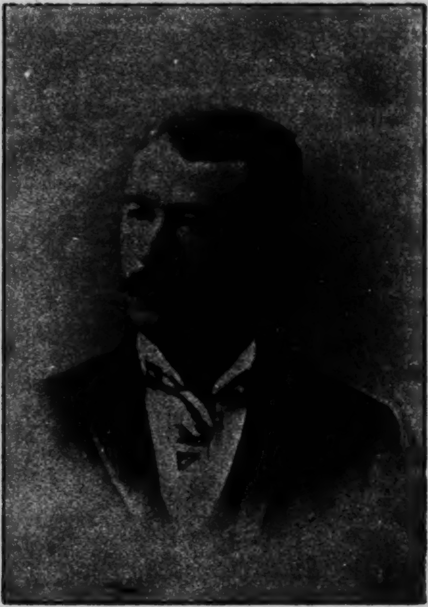
(Photographed by Thomson.)

GEO. W. CAMPBELL.

Stock Yards Co., and remained with it for two years. In 1877 he went with his brother, Jas. H. Campbell, who had now entered the commission business, and acted as assistant salesman and yardman up to 1881, and during these years took a night course at a commercial college. Having won reputation as a salesman and completed his studies, he moved to Kansas City, and with Joe Lancaster established the firm of Campbell, Lancaster & Co., and they soon had a paying trade and business steadily increased. In 1886 Jas. H. Campbell, of St. Louis, bought Mr. Lancaster out, and at the same time Andy J. Snider & Co., and the firm's name was changed to Jas. H. Campbell & Co., with Geo. W. Campbell in charge. Now with new money and a growing acquaintance they further extended their business and soon became one of the leading houses on the yards. In 1888 the firm was incorporated under the laws of Illinois as the Jas. H. Campbell Live Stock Commission Co., with houses at Kansas City, Chicago and St. Louis, and its trade still further grew under his management, and he has assumed a conspicuous place in the live stock trade of the West.

CHAS. D. GRANT,

Though still quite young, has for a number of years occupied a prominent and most responsible position among buyers on the yards, and is among the well paid salaried men in the trade. Hogs are his specialty and he has been familiar with them since early childhood, his father being a stockman and hog-buyer ahead of him. He was born in Ottawa, Ill., in 1862, and lived there until five years of age. At that time his father moved to Chicago and entered the trade on the yards, and here for the next nine years young Grant lived and went to school. When fourteen years of age his father moved to Michigan and located on a farm, and for the ensuing two years the subject of this sketch had an opportunity of learning the country side of the hog business. But his father being more of a trader than farmer went back to Chicago in 1878 and again went to work on the yards buying hogs for the Fowler Packing Co. Charley was now sixteen years of age and ambitious to get into business, and it was not long before he had a good place for one so young, with Libby, McNeil & Libby, and for a year collected for this big packing firm. Fowler Bros. offering him an advancement he went with them, and for the next year we find him on the yards taking weights for them. In 1880 he was sent to Atchison, Kas., by his house and made cashier of their meat market at that point, and remained there one year.



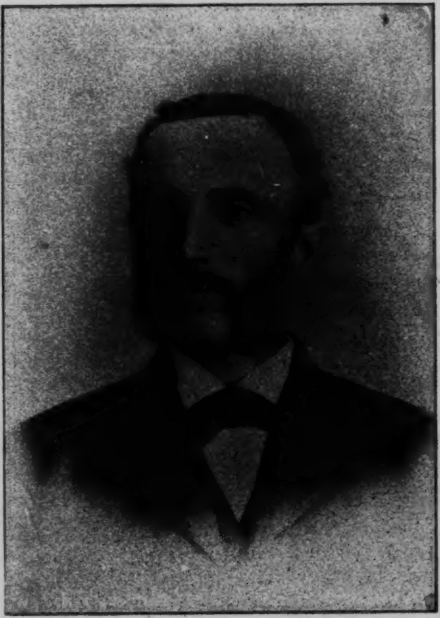
(Photographed by Thomson.)

CHAS. D. GRANT.

Fowler Bros. having moved to Kansas City and built here, he followed them in 1881 and was employed by them as docker on the yards, and for four years filled successfully and acceptably this responsible position. In 1885, when only in his twenty-third year, he was made hog buyer in the Missouri Pacific department of the yards, a position he has held ever since, and built up for himself a position and name in the hog market of which any one might feel proud.

THOS. E. LADD

Has long been one of the familiar figures on the yards, and by unflagging industry and sobriety and close attention to business, and thorough knowledge of cattle, has long ago built up an enviable reputation as a cattle salesman, and before embarking in business for himself was one of the big salaried men on the yards, and success has come to him as a reward of merit, and through no fortunate speculation. He was born in Belknap county, N. H., in



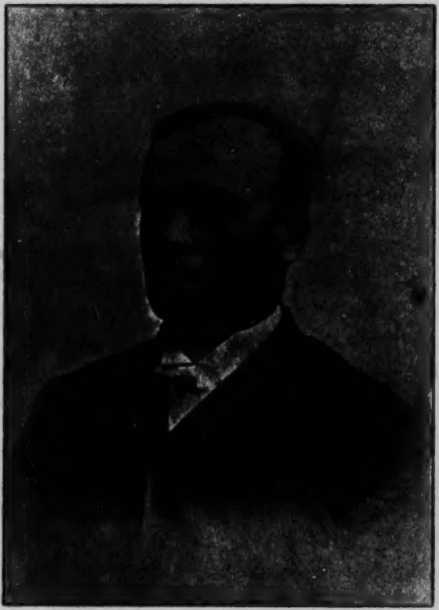
(Photographed by Thomson.)

THOS. E. LADD.

1841. His father was a well-to-do farmer and he was raised in the country and was accustomed to the care and handling of stock from his earliest recollection, and when not busy with the crops he attended the common schools of his county until seventeen years of age. His father then sent him to the Gilford Academy for two years, and from which institution he graduated in the class of 1860. On completing his education he returned home and farmed until 1862 when he enlisted in the Union army and served under Gen. Banks on the lower Mississippi. At the expiration of his term of enlistment he returned home and bought and shipped cattle to the Boston market, and for fifteen years carried on this trade successfully. In 1878 he came west and located at Emporia, Kas., and entered the cattle shipping business from that point and kept it up for three years. At the end of this time he moved to Kansas City and entered the live stock commission business as salesman for the Geo. R. Barse Commission Co., and remained with them as head salesman for ten years, retiring in the fall of 1891. On January 1st, 1892, he formed the firm of Ladd, Downs & Penny, one of the most promising new houses on the yards, of which he is now the head.

J. K. SOUTHEE

May be termed a thorough stockman. He was reared in the business and has been about slaughter houses and stock yards from his earliest boyhood. He was born in County Kent, England, where his father was a successful butcher. His early childhood was spent there and most of his schooling was done in the common schools of Kent. When eleven years of age his father emigrated to America and located in Chicago in 1853. He had not been there long before young Southee secured a position in a grocery store and saw his first business life in this line the following year. But his wages being small, at the end of that time he left and went to work in a sash factory and remained there for four years. His father being a wholesale sheep butcher, and having by this time worked up quite a business, he recalled him from work in the sash factory at the end of this time and put him to herding sheep for him. After serving in this capacity for one year, he put him to slaughtering and he served in this capacity for seven years, and during this time, in 1866, he with his half brother, Harry Conley, killed the first dressed beef ever shipped East, forty-four bullocks being slaughtered for Geo. Alexander in December of that year, and their carcasses packed in a car and shipped to the Boston market where they arrived sweet and nice and cut up well. In 1868 he went to the Hancock Packing Company and worked for them one season. Having at the end of this time accumulated some little capital, we find him in 1869 running a retail meat market on State and Thirty-first street where he did business for five years. In 1875 he entered the wholesale meat trade and slaughtered for it



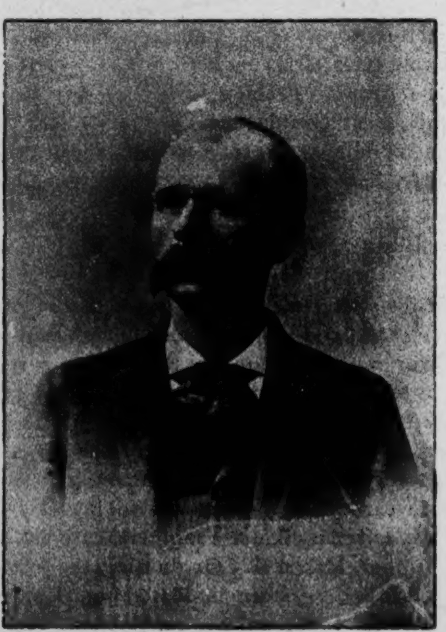
(Photographed by Thomson.)

J. K. SOUTHEE.

for the next five years. Competition becoming great and profits small he withdrew from this business in 1880, and went on the yards as cattle buyer. He stayed there for twelve months, at the end of which time he came to Kansas City and became a cattle buyer on the yards and shipper East. Having after two years experience on the yards here won a good reputation as a judge of cattle, he was offered and accepted the position of cattle salesman for Rogers & Rogers in 1884 and remained with them for two seasons, leaving them to accept a more lucrative position as cattle buyer for the Armour Packing Co. For five years he bought cattle for this great establishment and only left them to enter into business for himself in 1889, when he formed the commission firm of Southee, Kirk & Rouse, of which he is the head.

W. G. PETERS,

While one of the young men at the yards, is one of its most successful traders. A good judge of stock, quick and ready in discerning the market, and self-reliant to a high degree, he has commanded attention and won success where many others have failed. He was born in Clay county, Mo., in 1854. Of Kentucky parentage, he inherited a love for stock. He was a farmer's boy and worked on a farm and attended the common schools of his county until eighteen years of age. His father dying when he was young in years he was raised up under a mother's care and the assistance of an older brother, Mason S. On quitting the farm at the above age he worked in a drug store in Plattsburg, Mo., for two years, when he went to St. Louis and was employed in the laboratory of the wholesale drug house of Richardson & Co. for two years more. But his health giving way he was forced to seek outdoor employment and gave up his position in St. Louis and went to Kansas and pre-empted a lot of land near Wichita. In 1874 he came to Kansas City and went to work for the live stock commission firm of White & Holmes and remained with them one year. The following year he went to St. Louis and became the hog salesman for Metcalf, Moore & Co. and was with them six years and never lost a day from work while in their employ, and at the end of which time he was counted one of the expert hog men of that city. In 1882 he came to Kansas City for Kingan & Co., of Indianapolis, and the Cleveland Packing and Provision Co. and bought many thousands of hogs for those concerns during the following year. He at the same time associated himself with his brother, Mason S. Peters, in the commission business, and sold hogs for his house.



(Photographed by Thomson.)

WM. G. PETERS.

In 1890 his firm merging its business with the American Live Stock Commission Co., he was given charge of the Texas and western cattle of that firm, and soon became as proficient in cattle as he was in hogs. On the American Live Stock Commission Company going out of business in 1892, he, with Mason S. and Ed. E. Peters, formed the firm of Peters Bros., and he continued to sell the western cattle for his house. On the close of 1892 his house went out of business and in January, 1893, merging its trade with the Campbell Live Stock Commission Company, and he was assigned to duty in the Texas department of the Chicago house, where he now is.

MASON S. PETERS

Is one of the most active and industrious men in the trade. Thrown upon his own resources at an early age he became self-reliant and a steady worker before he arrived at his majority, and his hard early training fitted him well for his after business life. His father being of the well-to-do farmer class and a large slave owner, young Peters, by the freeing of his father's slaves and the ravages of war, was forced from a life of ease to one of hardship and self-denial and from the day of the emancipation he was the mainstay of his father's family. He accepted the situation manfully, and through many hardships worked himself up to success. He was born in Clay county, Mo., in 1844 and raised on a farm. He was educated in the common schools of his county and at William Jewell college, quitting the latter institution in 1864. At the age of twenty years we find him at home with his mother struggling to support and raise a big family with a bloody war raging around them. Young Peters' manliness and industry attracted the attention of sympathizing neighbors who constantly assisted him in his unequal struggle. When not busy on the farm he traded in stock, buying in his native county and driving it to the Kansas City market. In 1866, while on one of his trips to Kansas City, he was robbed by Dick Liddle and Jim Anderson, at that time members of the James gang. In 1867 he worked for a while as a grader on the Hannibal & St. Joseph railroad, then being built from Kansas City. In 1868-9 he taught school at Haynesville, Clinton county, Mo., and having made his home in that county he was elected clerk of the court in 1870 and served one term. He read law for two years and was admitted to the bar but never practiced his profession, but returned to stock trading and was a buyer and shipper of stock from the county until he moved to St. Louis in 1879, and for two years travelled for Metcalf, Moore & Co., of that city. He came to Kansas City in 1881 and bought hogs for Kingan & Co., of Indianapolis, and other eastern parties. At the end of the second year he embarked in the commission business for himself with his brother, W. G. Peters, under the firm name of Mason S. Peters & Co., and for a number of years it held a prominent place in the trade. In 1890 his firm merged its business with the American Live Stock Commission Co., and was with it for two years. In 1892 he with his two brothers, W. G. and Ed. E. Peters, withdrew and organized the firm of Peters Bros., but with the close of the year it went out of business and in January, 1893, merged its trade with the Campbell Live Stock Commission Co.,

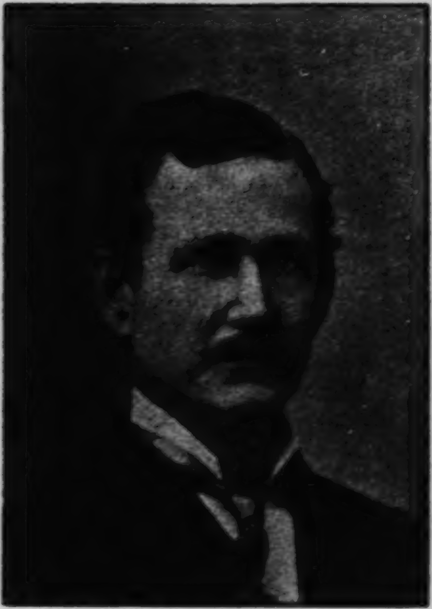
(Photographed by Thomson.)

MASON S. PETERS.

and Mason S. Peters became head Texas cattle salesman for that firm.

JNO. E. GARRETT

Has long been a familiar figure on the yards and like many others in the trade has worked himself into prominence through hard work and close attention to business. His specialty is hogs and he has long stood among the foremost men in that branch of the trade. He may be said to know the hog from end to end, and his thorough knowledge of his porkership has enabled him to command a good annual revenue from them. He was born in Woodford



(Photographed by Thomson.)

JNO. E. GARRETT.

county, Kentucky, in 1844. His father was a farmer and he has been thrown with stock from early boyhood. He worked on the farm in the crop season and attended the common schools of his county during the winter months, and thereby got a good common school education. Like all Kentuckians he had a natural love for the horse and when seventeen years of age left school and went to trading in this noble animal, and we find him in the horse business for the next seven years. In 1868 he moved to Kansas and located in Saline county and farmed and bred shorthorns until 1873. Not meeting with the success in his farming operations hoped for he moved to Chicago and went to work for Fryewarner & Kelley, first as a yardman and later as hog salesman, and was with them up to 1881 and saw and learned much on the Chicago yards during that time. In the fall of 1881 he came to Kansas City and opened a branch house for A. Fisher & Co., and was with them for three years. He then went with C. G. Means & Co., and was their salesman for the year 1885. Since then he has been in business for himself speculating and buying on orders, and at times purchasing many hogs for eastern packers who find it advantageous to buy on our market quite often, and by faithful service he has built up a nice trade.

WM. A. SEELEY.

Of the many cattle buyers on the yards none have won greater or more deserved reputation than the subject of this sketch. A lifetime in handling cattle, careful and critical, he rarely makes a mistake in the estimate of the killing value of a bullock. He has handled cattle from the Atlantic to the Missouri River and his judgment is respected both east and west. And while he is a most careful buyer he is a rapid worker, his purchases here the past few years averaging 400 to 500 cattle per day, and sometimes more—on special occasions having reached a thousand. Once in the pens his whole time is given up to the business before him and by this concentration of his attention he is enabled to accomplish a wonderful amount of work in a few hours. As the profit is as much or more in the buying than selling, the value of such a man's services is hard to estimate. So highly are his services appreciated by his house, Messrs. Swift & Co., for whom he has bought cattle on the yards here for the past ten years, that he was long ago admitted as a stock holder in this mammoth dressed meat firm. Like most of our successful stock men he was a farmer's boy. He was born near New Canaan, Connecticut, in 1838, and like all farmer's boys was raised to work and to become self-reliant at an early age. He attended the common schools of his county during the winter months and helped to work on the farm during the busy seasons. When sixteen years of age he left school and set earnestly to work to fight the battle of life, and for the next nineteen years we find him farming and trading in stock in his na-

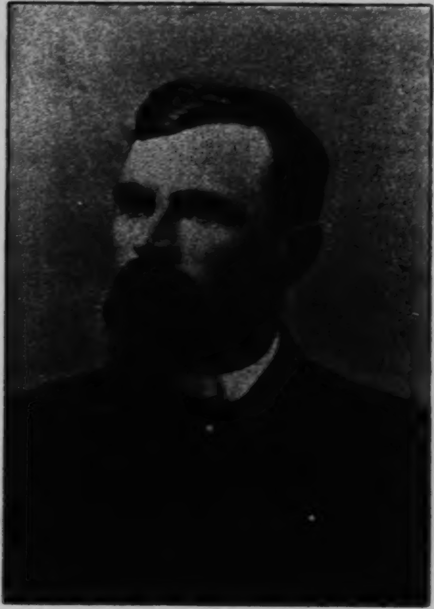
(Photographed by Thomson.)

WM. A. SEELEY.

tive county. Having met with some success by this time and wanting a wider field for his operations he moved to Albany, N. Y., in 1873 and traded on the open market there for nine years and won much reputation as a cattle salesman, and among his customers were Swift & Co., of Chicago, who were so much pleased with his work for them east that by a liberal salary they induced him to come west and represent them on the Kansas City market, making his first appearance here in 1882, and has been one of the biggest buyers on the yards here ever since, his purchases reaching from 150,000 to 175,000 cattle per annum.

S. G. BURNSIDE

Has for many years been one of the most prominent figures in the cattle pens. Coming here eleven years ago he took a prominent place in the trade from the start and has ever maintained an enviable position as a cattle salesman. Being a good judge of stock and a careful student of the markets he has not only worked up a nice trade against the sharpest competition, but holds his customers after he gets them. He was born in Logan county, O., in 1843. His father a farmer he was taught self-reliance and to work at an early age. He attended the common schools of his county until thirteen years of age and was then sent to the high school at West Liberty, O., for two sessions and made much progress in this institution. But not satisfied with his studies here he spent a year at Wesleyan University, Delaware, O. On returning home he taught school for the next three years. In 1862, when only nineteen, he enlisted in the Union army, Company D, 82d Ohio Volunteers. Being a good penman and accountant he was detailed by the recruiting officer as assistant to Capt. Ottis, paymaster at Columbus, O., and when he was relieved served under Maj. Starr, his successor, up to the spring of 1864 when he joined his regiment, then at Bridgeport, Alabama, and was made sergeant of his company and continued in active service to the close of the war, participating in all the battles of Sherman's army on his march to the sea. He was mustered out of service in Washington, D. C., July 1st, 1865, and returned home. Having become restless through his army service he turned his attention to stock trading rather than farming and for the next ten years was a constant shipper on the Buffalo and New York markets, and during this time not only won some reputation as a cattleman but a good start in life. In 1876 he came west attracted by the growth of its cattle business, and located in St. Louis where he became a member of the commission firm of Stewart, Burnside & Co., and remained with it up to 1882, when he came to Kansas City, this being the bigger and most promising market of the two, and associated himself with Quinlan, Montgomery & Co., then one of the biggest and richest firms on the yards, and stayed with them up to 1889 when the firm was dis-



(Photographed by Thomson.)

S. G. BURNSIDE.

solved and he formed the commission house of Adams-Burnside-Jordan Co., and became managing member, which position he still holds.

JAS. DEZELL

Is one of the oldest and most successful order buyers on the yards.

(Photographed by Thomson.)

JAS. DEZELL.

Coming here eleven years ago full of experience, and with a recognized ability as a stockman, he soon won recognition on the yards and trade was quick to come to him. And his business has grown year by year, until to-day he has at times been unable to fill all his orders for the want of supply. He was born in St. Lawrence county, N. Y., in 1842. His father a farmer he was accustomed to stock from his infancy, and when ready to go out into the world was a fair judge and handler of cattle, hogs and sheep. He went to the common schools of his county until seventeen years of age, receiving a common school education. With the breaking out of the war he enlisted in the Union army and served to the close. He was in many hard fought battles both in Virginia and the south, but came out without a scratch. At the close of the war he settled in Washington, D. C., and engaged in the meat and produce business and met with fair success. In 1866 he moved to Kalamazoo, Mich., and re-entered the business there and continued in it one year. But the future not promising what was hoped for, the next year he traveled through Minnesota, Nebraska and Iowa, and finally located in Marshalltown, Ia. Being now in a fine stock country he turned his attention to buying cattle and hogs and shipping them to market, and for three years successfully conducted this business. In 1871 he moved to Chicago and entered the live stock commission business, his firm being Redman, Dezell & Co., and for eleven years was on the yards there and controlled a good trade. Being less competition in the buying business he now gave up the commission trade and turned his attention to buying on orders. Kansas City being a better point for his operations in this line he came here in 1882 and has been on the yards ever since, and has been a busy man all that time in filling eastern orders for cattle and hogs, and buys many thousands of each every year.

BEN. F. BALDWIN.

Of the young men in the trade none have come more deservedly to the front than the subject of this sketch. Like most of the successes on the yards he is a self-made man, building up for himself his own fortune, unaided save by a good constitution and an ambition to succeed in everything he undertakes. He was born in Green county, Illinois, 1856. His father a farmer, he was early taught to be industrious and provident. He attended the public schools until seventeen years old during the fall and winter months, and worked on the farm during the busy seasons. He was quick with his books and cultivated a fondness for them. On leaving school he went to Brown county, Kas., and taught school for three years and saved a little money. Teaching offering little advancement in that country he in 1876 gave it up and entered the grain and mercantile business at Hiawatha and continued in it uninterruptedly for six years. Being ambitious, his field of labor there seemed too narrow for him and he came to Kansas City in 1882. He at once secured a position on the yards as office man with C. M. Keys & Co. and took hold of his new work with a will and spirit that soon made him master of his branch of the trade, and by close and faithful attention to business he not only won the confidence and apprecia-

(Photographed by Thomson.)

BEN. F. BALDWIN.

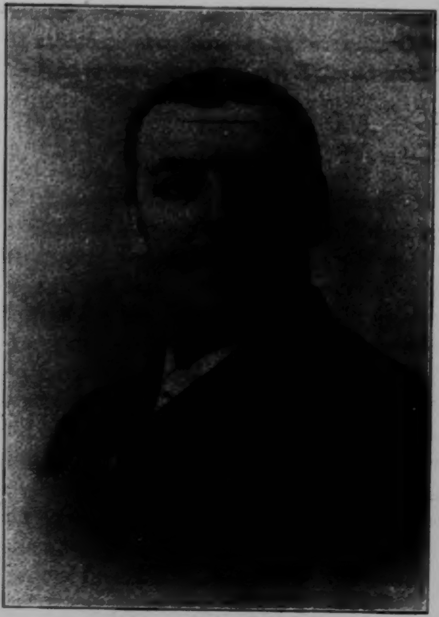
tion of his employers, but placed himself in line for promotion. In 1884 he speculated in real estate and made a nice little fortune. And, unlike many others who made money in those days, he has kept his earnings, refusing to re-invest in real property at "boom" prices. In January, 1885, he was admitted to partnership in his firm, and since then has been office and financial manager of his house and has won for himself an influential position in the trade. He was a delegate to the convention of the National Live Stock Exchange in Omaha in 1893, and was elected a director of the Kansas City Live Stock Exchange the same year.

JNO. LORIMER

Is a sturdy Scotchman, and like most of his countrymen, was born with a natural love for stock. He seems to have always known cattle and sheep intuitively. And it was most natural for him, after coming to this country, to drift into the live stock business. His rearing was in this line, his father being a scotch farmer and stockraiser. Hence it required but little training to fit him for the business here in the west. Being industrious and of sound judgment he soon, after getting a foot-hold, pushed himself forward in the trade and has for some years been one of the well-known buyers on the yards. He was born in Dumfries Shire, Scotland, in 1852. His father was a farmer and stock grower, and being constantly about and having the care of stock, he was a good stockman when he obtained his majority. On coming to America in 1871 he went to Chicago, and soon found employment on the yards there with Martin Bros., the commission men. His first work was that of yardman, but he soon found an advanced position, going before the first six months were out with Dave Googins as assistant hog buyer. After staying with him a year he left the hog pens for the cattle business. In 1873, the second year after his arrival in this country, we find him trading in cattle on his own account, and for seven years he successfully prosecuted this business. In 1882 he came to Kansas City as cattle buyer for Donald Frazier, and bought cattle for him for two years. He then entered business for himself again, buying and shipping cattle on his own account, and for some years has been one of the best known buyers on the yards.

J. P. EMMERT

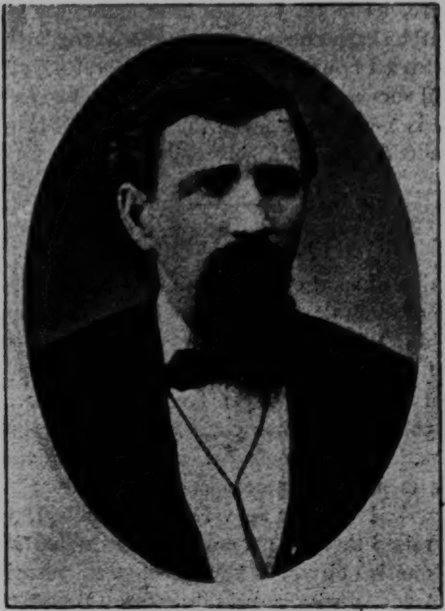
Has for many years been known as one of the successful men in the trade. He is a thorough stockman, and has never done anything else but given his entire time to his chosen business and long ago mastered it in every detail. Square and honorable in his dealings and faithful to his customers, his success has come to him as a reward of merit and not through chance or fortunate speculation. He was born in Bedford county, Pa., in 1844. He was



(Photographed by Thomson.)

JNO. LORIMER.

raised on the farm. When only seven years old his father moved to Henry county, Ill., and embarked in farming and stock raising, and here young Emmert grew up to manhood. He attended the common schools of his county, and when not studying helped his father with his crops and stock, and when he left school at seventeen was a recognized judge of both cattle and hogs. With the breaking out of the war he enlisted in the Union army and served to its close, and never during the entire time missed a single day's duty. On his return home after the war he took a course in the Eastman Business College, Chicago, and graduated in the class of 1866. Having fitted himself now for a business career he at once engaged in the live stock shipping business and soon won



(Photographed by Thomson.)

J. P. EMMERT.

success and became one of the heaviest shippers of his section of the state. He subsequently moved to St. Joseph, Mo., where he superintended the building of the Union Stock Yards, and in 1873 became the pioneer commission merchant of that city, and conducted a successful business there for ten years, and when leaving for Kansas City in 1883 had the largest live stock trade there and was one of the most extensive operators in northwest Missouri. His trade here, as in St. Joe, has grown from the start, and notwithstanding the sharp competition on the yards here, there being many old and tried houses in the trade before his advent, he has met with good success and has built up a handsome and paying business and is now the head of the well-known commission firm of J. P. Emmert & Co., both here and in St. Joe.

JOHN B. LENNON

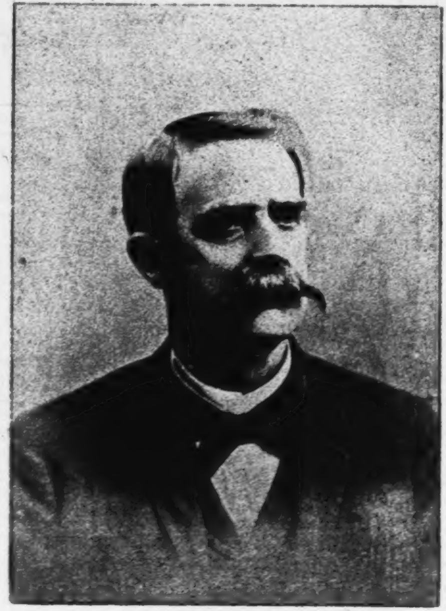
Is an illustration of what close attention to business and the faithful discharge of one's duties to his employer will accomplish in the business world. While one of the young men on the yards, he holds one of the most trying and responsible positions in the trade, that of head cattle buyer for Armour & Co., of Chicago, buying from 50,000 to 100,000 cattle per year and doing it to the utmost satisfaction of his house. Like most conspicuous successes among young men, he commenced at the bottom round of the ladder and worked his way up. He was born in Dublin, Ireland, in 1859, and raised there to manhood. He studied in the private schools of his native city until he was nineteen years of age, when he came to America with a twin brother. He at once went to Chicago and soon found work in the packing house of Armour & Co., entering their employment in 1879. He first drove hogs from the yards to the packing house and was kept at this for one year. At the end of this time he was put to work in the house as a roustabout for three months, then he was given office work and put to taking weights of cattle in the yards. In this capacity he was thrown with the buyers all the time, and taking an interest in his work soon became quite a judge of cattle, and it was not many years before his ability in that direction was recognized. In 1883 he was sent to Kansas City as assistant buyer to Fred Brown and served under him in this capacity for a year and a half. Mr. Brown having resigned he succeeded him as chief buyer when only twenty-six years of age and has held this position ever since. Though now only thirty-four years old, he holds his own alongside of men who have spent a life time in the business, buying with the utmost satisfaction to his house, all their vast shipments from this point.

(Photographed by Thomson.)

JNO. B. LENNON.

HORACE M. SPARROW

Has long been one of the familiar figures in the hog trade. He entered the yards eight years ago as buyer for one of our largest packing houses, and from that day to this has been in daily attendance on the yards. Good weather or bad he is always in the hog pens watching the interest of his house. He is a careful and shrewd trader, but at the same time just in his dealings and of an easy disposition, and is known and esteemed by all. He was born in Owen county, Ky., in 1845, and lived there on the farm until ten years of age. During this year his father moved to Missouri and settled in Macon county, and here young Sparrow grew up to manhood. He attended the public schools of his county during the winter months and worked on the farm in the busy seasons. As he approached manhood he took more or less interest in stock and by the time he had reached his majority he was a good judge



(Photographed by Thomson.)

HORACE M. SPARROW.

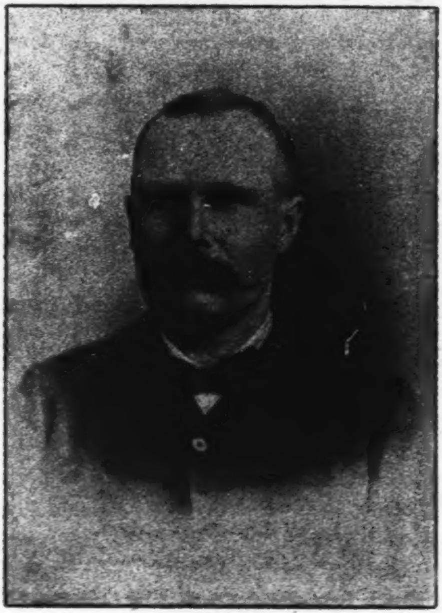
both of cattle and hogs. At the age of twenty-six he gave up farming and entered the live stock trade. He first opened an office in Buffalo, N. Y., and continued in the commission business there for thirteen years. Wishing to come west Jacob Dold, of Buffalo, at once engaged him as hog buyer for their house here. He landed in Kansas City September, 1884, since which time he has bought all the hogs for this great establishment, and at the same time a good many for the Buffalo house. While a quick worker he is a careful and close buyer and has long ago won the reputation of being one of our best hog men.

WM. J. CUMMINGS

Is one of the successful home cattle buyers in the trade. He has been on the trade less than ten years, yet has won for himself an enviable position and one of the good salaries on the yards. Being a close judge of stock and attentive to business, he was not long in attracting attention and winning recognition from his fellow traders as a successful stockman. He was born in Pittsburgh, Pa., in 1849. His father a farmer and stock-raiser, he contracted a liking for stock and became early in life to know all kinds well. When only ten years old he moved with his father to Douglas county, Kas., and there grew up on the farm. When but fourteen years old he enlisted in the Fifth Kansas Cavalry and served to the close of the war, after which he returned home and for the next year helped his father with his cattle and farm. But he craved a more active life and in 1866 he went to New Mexico and freighted for three years and met with good success. But becoming tired of this wild life, and having made some money he returned home. We next find him farming and shipping cattle to Chicago, and he pursued this business without intermission up to 1884. This year he moved to Kansas City and became hog salesman for the Fish-Keck Live Stock Commission Co., and stayed with them for four years. Having during this time made a good reputation as a shrewd and careful stockman, the Armours in 1888 increasing their buying force, chose him as their assistant cattle buyer, which responsible and trying position he has held ever since.

E. H. CAMPBELL

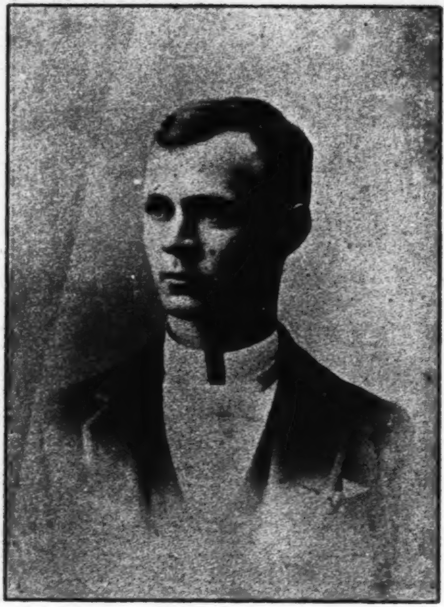
Is one of the youngest buyers on the yards and has won his position through the faithful discharge of every trust. Like most of the successful men in the trade he commenced at the bottom round of the ladder and worked himself up step by step to his present trying and responsible position, and that by the time he was twenty-three years of age. And while now but twenty-five, possesses as ripe judgment and exercises as great care in his purchases as much older men on the yards. He was born in Summerset county, N. J. in 1867. Like most of our successful stockmen he is a farmer's boy, his father being a well-to-do stock raiser. He attended the common schools of his county until fifteen years of



(Photographed by Thomson.)

WM. J. CUMMINGS.

age and then for two terms went to Millstone High School. Having now acquired a good English education he set about making a start in life. The slowness of the East being against young men he determined to try his fortune West, and came to Kansas City in 1884, when only seventeen years of age. His first work was done in the sheep department on the yards where he was division man for three years. At the end of this time he went with J. C. Knollin, then the biggest sheep operator on the yards, and under his tutelage became a good and close judge and careful handler of sheep. In 1890 he became sheep buyer for Swift & Co., and ever since has done the mutton buying for this great establishment. His youth seems to interfere but little with his work, he having



(Photographed by Thomson.)

E. H. CAMPBELL.

that knowledge of his business not often found in one so young, and a self-reliance that always commands success.

GEO. W. BOLEN.

Of the hog men on the yards none have won a more deserved reputation than the subject of this sketch. Possessing a liberal education and practical training in his business, he, though among the younger men in the business, has forced himself to the front, and from his advent on the yards here in 1884, has held a prominent place among the hog buyers, and controlled a good and paying trade from the start. He was born in Owen county, Indiana,

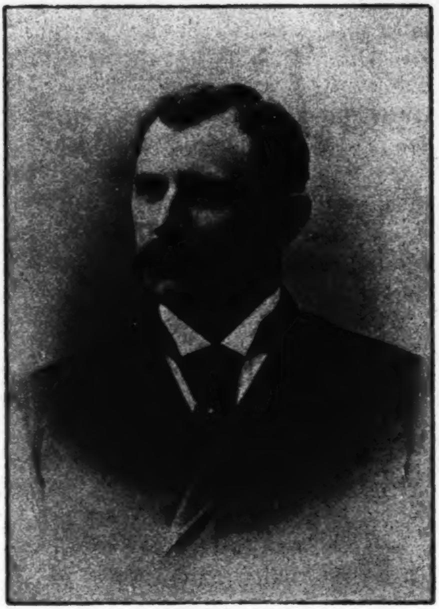
(Photographed by Thomson.)

GEO. W. BOLEN.

in 1852. He was raised on the farm and the liking of stock was bred in him, and after years of study gave up an intended profession for his first love. He attended the common schools of his native county until sixteen years of age and then took a course at the Washington, Iowa, Academy and after finishing his studies there attended the Agricultural College at Ames and learned the science of farming. Leaving here he went to the Iowa State University where he perfected himself in his general studies. He now applied himself to his chosen profession, that of medicine, for the next three years, during which time he was a student both at Ann Arbor, Mich., and Rush Medical College, Chicago. But forming a dislike for his profession he gave it up, and we next find him teaching school in southern Illinois. This, too, he found confining and in 1877 he went to Indianapolis and entered the live stock business, filling the position of salesman for A. Baber & Co., and remained with this house for five years. Having now won some reputation as a stockman and wishing a wider field for his operations he moved to Chicago and was admitted to the firm of O'Donnell, Steck & Co., and was with them for nearly two years. The rapid growth of the hog trade of Kansas City attracting his attention he came here in 1884 and opened an order house for the purchase of hogs. Being a specialist in this line he was not long in building up a good trade, and has steadily pushed it until to-day he stands to the front among the eastern hog buyers, shipping tens of thousands of hogs on orders every year.

ZEB F. CRIDER

Is one of the aggressive and stirring of the newer set on the yards. A sound stockman and full of energy and pluck he has pushed himself to the front and distanced many of the older ones in the business. His father was a stock raiser and speculator ahead of him and he may be said to have absorbed stock knowledge through contact, as he was a recognized judge of stock on leaving school and before obtaining his majority. He was raised a business boy and to work, and his early training fitted him well for his after business life, of which there is none more exacting than that of live stock salesman. He was born in Warren county, Indiana, in 1857. He was raised on the farm and acquired the steady habits of the country. He assisted his father with his crops during the busy season and attended the common schools of his county during the fall and winter months until sixteen years of age. He then entered the Grand Prairie Seminary at Onarga, Ills., and graduated in the class of 1877. The following spring he went to Chicago, and at once found employment as hog salesman for Conover & Hall, live stock commission merchants on the Union Stock Yards, and remained with them seven years. In the spring of 1885 he came to Kansas City and opened a branch house for a Chicago firm and represented it a little over a year. Being offered an op-



(Photographed by Thomson.)

ZEB F. CRIDER.

portunity to go in business for himself, he with B. G. Jennings and S. Bradley, organized the commission house of Jennings, Crider & Co. After the first year Messrs. Jennings and Bradley retired and he continued the business, associating with him R. H. Prigg, who has been favorable known in the southwest cattle trade for the past twenty years, and the firm's name changed to Zeb F. Crider & Co., and as such has worked itself into prominence and favor.

(Photographed by Thomson.)

A. J. KNOLLIN.

ALBERT J. KNOLLIN,

Though a young man, is one of the conspicuous successes in the trade. Like his father he has made sheep a specialty and under-stands the fleecy ones from end to end. Having never handled anything but sheep and making them his life study, he has for some years been counted an expert and his every effort with them has been crowned with success. He was born in Montgomery county, New York, in 1862, and spent his infancy there on a farm. When only two years old he moved to Illinois with his father who settled on a farm in Macoupin county, and Albert spent most of his boyhood there. He attended the public schools until fifteen years of age and then went to the Bunker Hill Seminary for two years. His father now moving to St. Louis, young Knollin followed him. He now commenced to prepare himself for business and took a course in Jones' Commercial College. Completing his studies, he joined his father on the stock yards and for the next two years assisted him in handling sheep. On arriving at maturity and wishing to embark in business for himself, he settled upon Kansas City as a more promising field than St. Louis, and moved here in 1884. On arriving here he found this branch of the trade much neglected. His announcement that he was here to buy sheep, and sheep alone, and provide a steady market for all arrivals, put new life into the sheep business, and his advent marked a new era in the sheep trade of Kansas City. He both killed and shipped and for some years was the largest wholesale dealer in mutton here, and was soon handling 50,000 sheep per annum. Two years later his father joined him from St. Louis and their operations were greatly extended. In 1889 they sold out their killing business to Swift & Co., and Albert accepted a position as chief sheep buyer for that firm on a very handsome salary. Much of his time since then has been spent in the west and southwest encouraging the fattening of sheep for the mutton market and contracting for his house and superintending their feeding operations in the west. While only in his thirty-first year, young Knollin is to-day the most prominent and extensive handler of mutton sheep in the west.

L. S. JONES,

While one of the newer young men on the yards, has through industry and a liberal and progressive policy, forced himself to the front among the more recent comers in the trade. He thoroughly prepared himself for the business before he entered it, and with his early training at home and experience as a country shipper, came into the commission business well equipped for success. And his well directed efforts and untiring industry have born for him good fruit and won for him an enviable position in the trade for one so young.

(Photographed by Thomson.)

L. S. JONES.

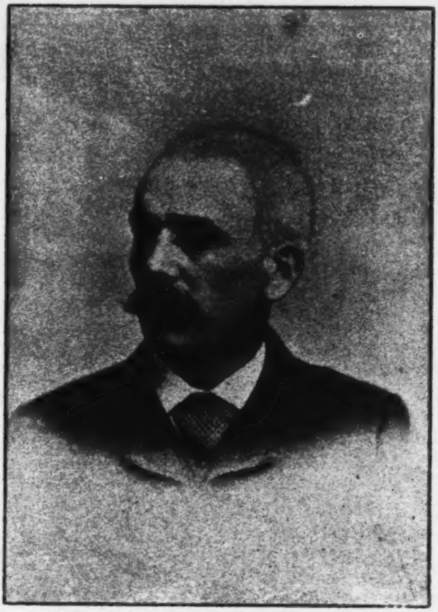
He was born in Gallia county, Ohio, in 1862, and lived there until seven years of age. In 1869 he came west with his parents, his father locating in Osage county, Kas., and devoted his attention to farming and ranching, and here the subject of this sketch grew up to manhood. He attended the public schools of his county until eighteen years of age, and then studied one year at the State

Normal School at Emporia. On returning home he joined an older brother and they turned their attention to stock raising and feeding in their home county and for three years did an extensive business and met with good success. At the end of this time he sold out his interest and went to Quincy, Illinois, and entered the Gem City Business College and graduated in the class of 1884. Having now thoroughly fitted himself for a business career he returned home and entered the shipping business and for the next six months bought cattle in the country for the Kansas City market. In 1885 he came to Kansas City with an older brother and entered the commission business under the firm name of D. L. Jones & Bro. He soon made himself felt in the trade. He has made hogs a specialty and has long ago won recognition among the successful younger men in the hog pens. He controls the entire hog business of the Dixon & Jones Bros. Live Stock and Commission Co., the successors to his old firm, and handles it with that skill and judgment that would do credit to a much older man.

SAMUEL KRAUS

Is a natural born stockman. He was reared in the live stock trade, entering it actively when a mere youth, and was a recognized judge of both cattle and hogs when only thirteen years old, and at that early age was in business for himself and bought and drove cattle to market with good success. He was born in Allegheny City, Pa., in 1854. His father was a trader on the yards there and of young Kraus it may be said that he has known cattle all his life. He took an early liking for the business and quit school when only twelve years old to go to work on the yards. At this time we find him going to the country and driving cattle to market for his father and others, and did so with as much success as those older in the business, and he continued at this kind of work until thirteen years of age. He then entered the business for himself and at this youthful age was a country buyer and drover for himself, and though a minor, his method of business was so good and trades shrewd that no one refused to trade with him, and for fifteen years he operated successfully in Ohio, Pennsylvania and Chicago.

In 1882 he went to St. Louis and was associated with L. B. Doud & Co. in the order business, and for the next year bought a great many cattle on that market for eastern parties. The market there losing ground he left in 1884 and for the next twelve months bought cattle in Iowa and Kansas for the Chicago market. The following year he came to Kansas City and became a speculator on the yards here and an eastern shipper. But the markets being bad and against him he soon abandoned this trade and went with Rogers & Rogers as cattle salesman, and held this trying and responsible position for the next three years. But he grew tired of working for others and resigned his position with Messrs. Rogers & Rogers and again became a speculator and buyer on orders,



(Photographed by Thomson.)

SAMUEL KRAUS.

giving especial attention to choice heavy cattle for foreign export, and stayed in this business up to July, 1892, when he was given the position of assistant buyer for Swift & Company, helping Mr. Wm. A. Seeley.

J. E. COLE

Has for a number of years been a prominent figure in the hog trade here. While among the recent comers on the yards he has yielded a telling influence from the start A young man full of energy and maping out for himself a business but little persued here, the buying of hogs on orders, he soon worked himself into a good trade, and has done much to build up a market for a class of hogs but little sought for at this point before his advent.

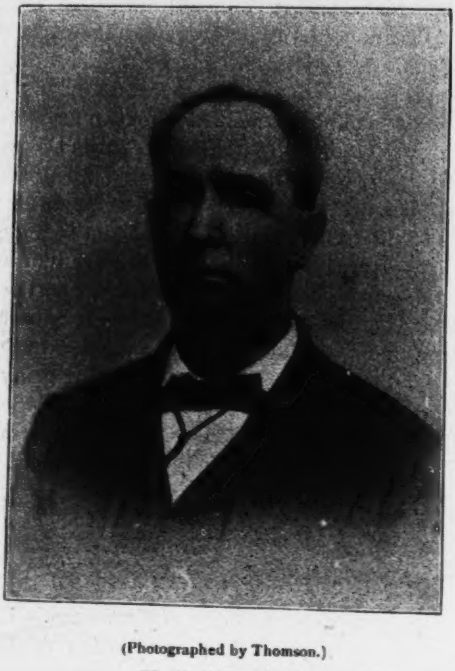
(Photographed by Thomson.)

J. E. COLE.

He was born in Jefferson county, Ohio, in 1850. His father was a farmer and his early boyhood was spent in the country. He studied in the common schools of his county until eighteen years of age when he left home and went to Chicago, where he soon obtained work as clerk in the freight department of the Illinois Central raiload and held this position up to 1870, when he went to the Rock Island road, accepting a position under the purchasing agent, who at that time was Allen Manvill, the late lamented president of the Atchison, Topeka & Santa Fe railroad. After remaining there two years he was sent to the stock yards as assistant stock agent of his road, and remained there two years. At the end of this time he was tendered by the Stock Yards Company the position of yardmaster, which he accepted and filled acceptibly for three years. Having now accumulated some little money he branched out for himself, and we next find him farming in western Kansas. After two years struggling there he gave it up and returned to Chicago and went to buying and selling hogs on the yards, and remained in that business up to 1885 and made quite a reputation as a hog man, and a start in life. The rapid growth of Kansas City as a hog market in the early '80's attracting general attention he was drawn here in 1885 and at once entered the order buying of hogs for eastern and Canadian points, and during his eight years stay here has built up a handsome and lucrative business and an enviable reputation as a hog buyer.

N. T. JACKMAN

May be said to be a cattleman to the manner born. He was raised on o farm in Howard county, Mo., and first saw the light of day in 1836. He was educated in the log school houses of his day, and when not studying helped his mother about her stock and farm. With the breaking out of the war he cast his lot with the South and served in the cavalry service under Gens. Price and Shelby. After the close of the war he went to Texas and brought up a drove of cattle and wintered them. This venture was sufficiently successful to give him a start. With his little capital he entered the stock shipping business in Missouri, and for the next two years was a constant patron of the St. Louis market. In 1869 he entered the live stock commission business in St. Louis with Buchanan & Co., his partners being C. G. Buchanan, R. B. Stewart and Jas. Hurley, and for nine years his firm did one of the largest businesses in St. Louis. In 1876 he left his old firm and went with Dawson & Underwood and formed a new one, Dawson, Jackman & Co., and remained with it for four years when the firm was dissolved, Messrs. Dawson and Underwood leaving St. Louis. He remained behind and shortly afterwards was admitted to the firm of Metcalf, Moore & Co. In 1885 he, with W. F. Moore, came to Kansas City to establish a branch here, and soon built up a good trade. In 1891 the firm of Metcalf, Moore & Co. was dissolved by mutual consent,



(Photographed by Thomson.)

N. T. JACKMAN.

Mr. Metcalf remaining in St. Louis with his sons and Mr. Jackman and Mr. Moore formed a new firm here under the style of W. F. Moore & Co., one of the successful newer houses on the yards.

J. C. KNOLLIN,

While one of the newer workers on the yards, has long ago won

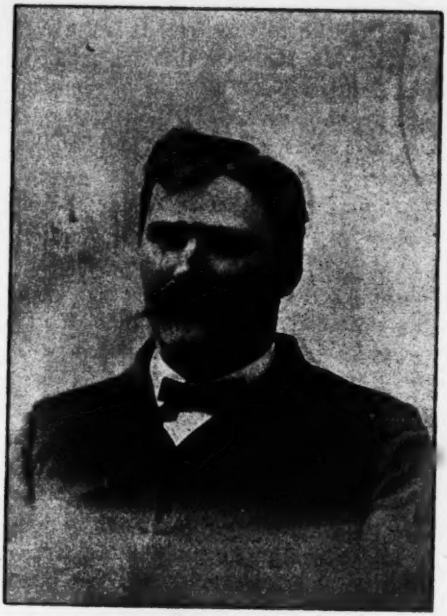
(Photographed by Thomson.)

J. C. KNOLLIN.

prominence and success in his chosen branch of the trade, and to him and his son Albert is largely due the present proud position of our sheep market. Exclusive and expert dealers in this class of stock, they have exerted a wonderful influence in the mutton trade of this section by affording a ready market for all sheep arriving, and at good prices. They encouraged the feeding and fattening of muttons throughout this section until Kansas City's sheep business has become an important one, and the receipts on the yards here have increased since their coming among us in 1885 from 221,801 to 535,869 in 1890. The subject of this sketch was born in the province of New Brunswick, Canada, in 1831. He was raised on a farm and accustomed to steady and hard work from early boyhood. Like most country boys he worked on the farm during the crop season and went to school in the winter months until grown. On obtaining his majority he went into the lumber camp and logged for two years, and at the end of this time helped to build the first railroad ever run in the province. In 1857 he emigrated to the United States and located in Montgomery county, New York. Here he farmed and milled for the next five years. At the end of this time he gave up his flour mill and ran a saw mill and dairy farm and met with fair success. In 1864 he moved to Illinois and settled on a farm in Madison county and farmed for two years. But he longed for a more active business life and after running the farm for two years left it and entered the live stock trade, buying cattle in the country and shipping them to market. After handling cattle for a year he was drawn into the sheep business and met with such success as to cause him to make sheep a specialty, and it was not long before he was on the St. Louis market and soon became one of the largest sheep operators in the West. It may be said that he controlled the sheep market at that point, buying largely for local butchers and shipping thousands to the eastern markets. For a number of years he handled nearly 100,000 sheep per annum. The developing of the live stock trade here at Kansas City, and the contiguity of our city to the great grazing grounds of the southwest, at once attracted Mr. Knollin's attention and he moved here from St. Louis in 1886, and soon took first rank in the trade, controlling this branch of the live stock business. He has not only been the main sheep buyer here for the past eight years, but at times slaughtered largely and did a big business in mutton carcasses, but is now out of that branch of the trade, giving himself up to the exclusive selling and buying of sheep on commission.

W. T. McINTIRE

Is one of these men that seem to have been born for his business. When quite young he showed a marked fondness for sheep, and his father seeing his "bent," encouraged it, and we find him at home raising and handling them before obtaining his majority. His love for his sheep, making his business pleasant, much time was spent in studying them and their wants, and he soon became an expert flockmaster. He was born in Boone county, Mo., in 1860. He was raised on the farm and taught to work and that success only came through steady, honest labor. Hence his success in the sheep business. On obtaining his majority he ran a livery stable in Columbia for a couple of years, but sold out and



(Photographed by Thomson.)

W. T. McINTIRE.

went back to his first love—sheep—and farmed. After one year of farming he gave it up and devoted his entire time to trading in sheep. In 1886 in seeking a wider field for his labors he came to Kansas City and entered the sheep trade here. His thorough knowledge of his business and close judgment soon attracted attention, and it was not long before he had plenty of business. No class of stock requires so close attention and good handling as sheep, and this is requisite to success. It is the ever mindfulness of this on the part of Mr. McIntire that has enabled him to reach his present proud position in the trade at so young an age. Since his first year here he has been one of the largest operators on the yards. He both buys and sells on orders and handles many thousand every month.

F. W. FLATO, JR.,

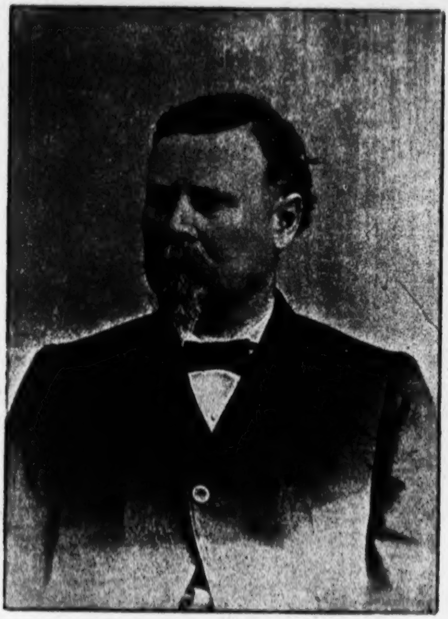
Is one of the pushing and successful young men at the yards. His specialty is office work and financiering, for which he has an aptitude, and by steady work and faithful discharge of his duty he has worked himself up to an interest in his firm, one of the largest and wealthiest in the West. He was born in Austin county, Texas, in 1854, then on the frontier. His father was a farmer and stock raiser. He spent most of his young days at home and was educated in the common schools there and in the New Orleans high school, graduating from the latter institution in the class of 1870. After he finished his education he accepted a position in the banking house of R. L. Ford & Co., Columbus, Texas, and stayed with them until 1874. The Texas & Pacific was then being extended and soon reached Flatonia, his old home, and a good cattle business concentrating at that point he opened a banking business of his own there, and when only twenty years old ran the only bank in the town and his second year in business held deposits to the amount of $75,000. The cattle trade of the place going down as the railroad reached west, he wound up his business at that point and in 1877 went to Ft. Worth, Texas, for Hunter & Evans, with Wm. Hunter, and took charge of the office there, and during that year they shipped 1,800 cars of cattle from that city. In 1878 he went to St. Louis and was given charge of the office of the firm in that city. He remained with them there until 1882 when they sent him to western Kansas to take charge of their extensive ranch business, remaining in that position until 1886, when he came to Kansas City and took charge of the office of the branch house of Hunter, Evans & Co., then being opened here. On the dissolution of the old firm and the organization of the new one — Evans-Snider-Buel Commission Co., in 1889, he became one of its stockholders and directors. With the close of 1892 he withdrew from his old firm, and with Maj. Andrew Drumm and Col. R. G. Head, the wellknown ranchmen, organized the Drumm-Flato Commission Co., now one of the big firms on the yards.

(Photographed by Thomson.)

F. W. FLATO, Jr.

W. H. H. LARIMER

Is one of the old time westerners now in the trade here. He knew and was familiar with Kansas and much of the territory west of it when it was a howling wilderness, and crossed the plains time and again when the dangers of the scalping knife and tomahawk had to be braved every day. And he has seen the waste places of those early days turned into the most fruitful fields, and prosperous towns and cities spring up where the coyote howled and the buffalo roamed. He was born in Pittsburgh, Pa., in 1840, and spent his early boyhood in that city and attended its common schools until twelve years of age, and then went to Bethany College for two years. His father moving west in 1855 to the then territory of



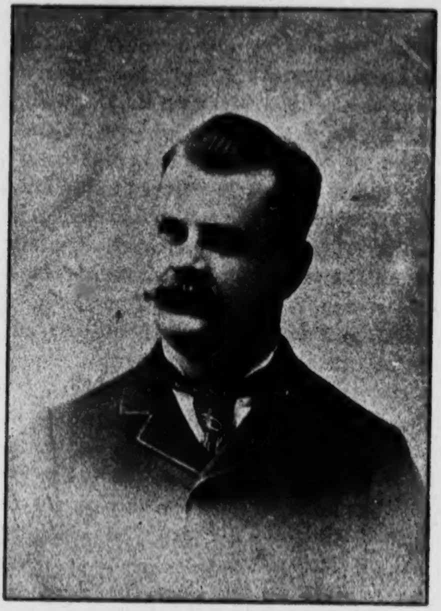
(Photographed by Thomson.)

W. H. H. LARIMER.

Nebraska, this completed his education. But he had received enough to fit him for the business life he was destined to enter. His father being a man of means, young Larimer assisted him in his various enterprises. Early in 1858 he moved with his father's family to Leavenworth, Kans., and the fall of the same year, during the Pike's Peak gold excitement he and his father crossed the plains. But instead of going into the mountains they layed out the city of Denver and built its first house, a log cabin, and occupied it at the corner of what is now fifteenth and Larimer streets. They were also members of the original town company, his father's share being number one and his number two. In the spring of 1859 when the overland stage line was established he was appointed mail clerk for the company and held that position for some months, but resigned that fall and returned to his home at Leavenworth. The following spring he engaged in freighting across the plains and prosecuted this business successfully for several years. In 1867 he went to Montana and ranched one season, but not liking it returned to Leavenworth the following year. In 1870 he went to Abilene, Kans., and entered the lumber trade, but soon sold out and went into the Texas cattle business and ranched and shipped. He sold out his ranch before the end of the first year, and took his profits, and in the spring of 1871 with the opening of the Osage country moved to Independence, Kans., and soon afterwards bought the Caldwell House and ran it successfully for the next five years. But he never gave up entirely his interest in cattle, continuing to ranch and raise cattle on a large scale, having as a partner that well known stock man, H. H. Crane. He was among the first to graze on the Cherokee Strip, holding cattle there before it became a leased range, and his firm, Crane & Larimer, were among the original lessees of the Strip. About 1885 he sold his ranch there and moved to the Osage Nation and fenced in and stocked a large pasture there. In 1887 he came to Kansas City and soon afterwards became the head of the live stock commission firm of Larimer, Smith & Bridgeford, one of the strongest new houses on the yards.

ED. M. SMITH,

While belonging to the younger set, is one of the most conspicuous successes on the yards. Bred as a business man and trained as a financier he was well equipped for the trade when he entered it, and that he put his acquired knowledge to best advantage is evidenced by the success that has crowned his every effort. Quiet of manner, courteous and industrious, he not only makes friends, but has the faculty of retaining them. And has ever conducted his business with commendable enterprise, but at the same time void of that rashness that wrecks too many young men. He was born in Romney, Hampshire county, West Virginia, October 30, 1858, and lived there until twelve years of age and received his first schooling in the private schools of his native town. In 1870 he moved with his widowed mother and younger brother to Lex-



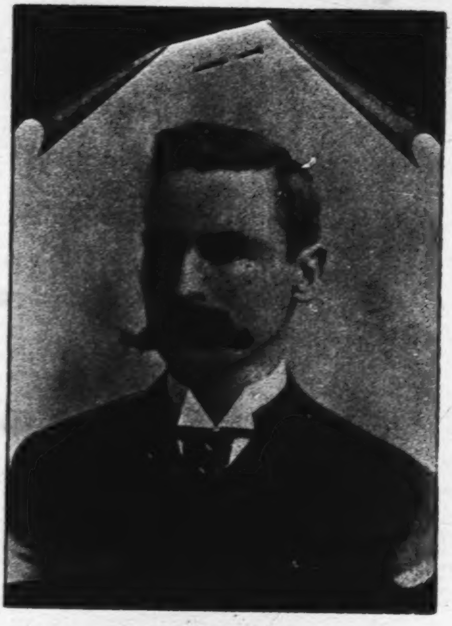
(Photographed by Thomson.)

ED. M. SMITH.

ington, Mo., and there grew to manhood. He attended the public schools of the town and high school under the principalship of Capt. W. F. Bahlman, who has taken such a prominent part in educational matters in western Missouri in recent years, and studied under him until seventeen years of age, when he entered Hampden Sidney College, Virginia, matriculating there in 1876. After two years studying he returned home and remained until 1880. In January of that year he went to St. Louis and took a course of book-keeping in Johnson's Business College and graduated in March of the same year. Having now prepared himself for the active duties of life he came to Kansas City, drawn by its promise as a commercial center. He had been here but a short time when he secured a position in the stock yards branch of the National Bank of Kansas City and kept books for them for four years. At the end of this time he was offered and accepted the cashiership for Andy J. Snider & Co., and remained with them in this capacity until they went out of business, the fall of 1885. He then went with their successors, Jas. H. Campbell & Co., and remained with them up to 1887. Having now acquired a good knowledge of the business, and accumulated some little capital, he branched out for himself, organizing the firm of Larimer, Smith & Bridgeford, now one of the substantial and influential houses on the yards.

CHURCH. G. BRIDGEFORD,

While one of the young crowd at the yards, is one of the most influential of his set. His father, Jeff. Bridgeford, being a successful breeder of shorthorns, young Bridgeford received the best of training at home during his boyhood, and when he completed his education at the age of twenty was well equipped for the trade in which he soon worked himself into prominence. He was born in Monroe county, Mo., in 1855, and lived there until he became of age. His father a prominent farmer and shorthorn breeder, he had the advantages of a good schooling, which enabled him to push himself rapidly forward on entering active business life. He attended the common schools of his county until fifteen, then entered Rensselaer College, Ralls county, Mo., and graduated from there in the class of 1875. On returning home after completing his education, he engaged in buying cattle in central and southwest Missouri, and shipped them to market, and for five years successfully prosecuted this business. In 1880 he was tendered the position of hog salesman by Robert Strahorn & Co., of Chicago, which he accepted, and remained with them six years. At the end of this time he was offered a more responsible and lucrative position by James H. Campbell & Co., of Chicago, looking after their financial interest in the West and Southwest, and handling both cattle and hogs. January, 1888, he came to Kansas City, and with Ed. M. Smith and W. H. H. Larimer, formed the commission firm of Larimer, Smith & Bridgeford,



(Photographed by Thomson.)

CHURCH. G. BRIDGEFORD.

one of the successful newer houses on the yards, which took a prominent and influential position in the trade from the start.

FRANK SIEGEL

Has been in business on the yards but a short time, but through industry, perseverence and close attention to business, has pushed his firm to the front among the newer houses, and won for himself the esteem and confidence of all. Ambitious and a willing and honest worker he has commanded success where the less determined would have failed. He may be said to be truly a self-made man, he having commenced the struggle for advancement

(Photographed by Thomson.)

FRANK SIEGEL.

when very young. He was born in Portage county, Ohio, in 1861 and lived on the farm until seven years of age. He went to the common schools a short time, but his father being poor and a glass blower, and changing from place to place in his work, young Siegel had but few opportunities for an early education. From seven years of age up to fourteen he worked in glass works with his father. At the end of this time he secured a place as copy holder in a newspaper office, and worked at night, and after a short sleep in the early morning went to school in the day time until sixteen years of age. For the next two years he attended Duff's Commercial College of Pittsburgh, and graduated second in the class of 1880. Finishing his education he secured a position in the produce commission house of Head & McElroy, of Pittsburgh, and had charge of their office for four years. The firm going out of business he again entered the glass trade as Secretary of the Ohio Valley Glass Co., at Bridgeport, Ohio, and filled this position for three years. In 1887 he came west and was drawn to Kansas City. He had been here but a short time when he went to work in the general office of the Stock Yards Company, and remained with them two years. With the retirement of Capt. Black he was given charge of White & Rial's office and remained with them three years, managing their office work most commendably. In the spring of 1892 he organized the commission firm of Siegel, Welch & Clawson, one of the promising young houses on the yards, of which he is the head.

BEN. L. WELCH

While young in years has long been prominent in the hog trade here. It may be said of him that he has always been in the business. His father was a successful hog man on the St. Louis market for many years, and it was in that school where the subject of this sketch was raised. All visitors at the Union Stock Yards there in the early part of the 70's will remember Mac Welch, the hog buyer, as no one on the yards had a better reputation as a judge of hogs than he. It was here under his father's tutelage that young Welch grew up and learned his business. He was born in Audrain county, Mo., in 1862, and lived on the farm for ten years. He then moved with his parents to St. Louis. He attended the public schools of that city until thirteen years of age and then went a term to Jones' Commercial College. Having a natural turn for business and anxious to get to work, when only fourteen years of age he went into the yards to help his father and remained in the hog business in St. Louis up to 1883, and when he left was counted one of the strong hog men in the trade, though only twenty-one years old. Now wishing to embark in business for himself he came to Kansas City and entered the trade here as a hog buyer and broker and met with success from the start, and for the next five years we find him speculating and buying hogs on

(Photographed by Thomson.)

BEN. L. WELCH.

orders. In January, 1888, he formed a partnership with W. E. Brown, under the firm name of Welch, Brown & Co. and remained in the commission business with him for the next two years and enjoyed a very good business. In 1890 he was offered one of the biggest salaries on the yards to take charge of White & Rial's hog department, and having but limited capital in his independent business he was induced to accept it, and remained with them up to May 1st, 1892, when he retired to enter the commission business for himself again with Frank Siegel, A. C. Clawson and A. T. Mustion, under the firm name of Siegel, Welch & Clawson Commission Co., one of the promising young firms on the yards.

A. T. MUSTION

Is one of the successful new comers on the yards. Like most of the best men in the trade he was a farmer's boy, and his early training well fitted him for his business. He reared and handled stock before ever dealing in it on the market, thus familiarizing himself with its wants and needs, and thus perfecting his judgment. And this country trading brought him new and valuable experience, acquainting him with the country side of the business. When first coming to the city he was a buyer and shipper of cattle on his own account, and learned in the school of experience the beef markets and their wants before ever entering the commission business. He was born in Bedford county, Tenn., in 1856. When only two years of age his father moved to Howell county, Mo., and engaged in farming and stock raising, and here young Mustion grew to manhood. He attended the common schools of his county during the fall and winter months and helped about the farm during the crop season. On attaining his majority he moved to West Plains and entered the mercantile business and prosecuted it successfully for the next three years. But finding no special future in this business he abandoned it and turned his attention to buying and shipping stock to market. He remained in this trade up to 1887, when he was drawn to Kansas City. For the next five years we find him engaged as buyer and shipper of cattle on the yards here. In 1892 he entered the commission business, joining in the formation of the Siegel, Welch & Clawson Commission Co., and became its head cattle salesman, which position he still holds.

R. H. PRIGG

Is one of the busy young men on the yards, and his life has been a most active one. Handicapped through the want of early advantages, he has had to struggle from mere boyhood. But with a determined spirit and a will that knows no defeat, he has through hard work and a faithful discharge of his duties, worked himself up to a position among the first cattle salesmen on the yards. He was born in Washington county, Pa., in 1845. When quite young

(Photographed by Thomson.)

A. T. MUSTION.

he was left an orphan and taken by an uncle who lived on a farm. Here he was put to work the busy seasons of the year, and sent to the common schools of his county during the winter months. When eighteen years of age he started out for himself and located at New Philadelphia, Ohio, and there embarked in the meat business, and traded in stock, remaining there four years. In 1867 he came West, and was a buyer and shipper of stock from Missouri points on the St. Louis market. The next year he went to St. Louis to live, and operated on the yards there, shipping East for the next two years. In 1871-2 he was cattle salesman for Irons & Cassidy. At the end of his second year with them he left St. Louis and came to Kansas City, and was at once employed as cattle

(Photographed by Thomson.)

R. H. PRIGG.

salesman by Hunter & Evans, remaining with them here for one year. And when they opened a branch in St. Louis the spring of 1874, he represented them on the yards as cattle salesman at that point, and stayed until fall, when he was sent by them to Texas, where he worked up business for his firm, and shipped Texas cattle up to 1879. Having now gotten a little money ahead he moved to Coffeyville, Kans., and speculated and handled cattle from that point until 1887. The continued growth and future promise of Kansas City as a stock market attracting new firms here, he was persuaded by Zeb. F. Crider to again return to this city, and on his opening a commission house was given charge of its cattle department, and has continued to control it successfully ever since.

THOS. F. TIMMONS.

Few men in the trade have seen longer service as a trader and salesman than the subject of this sketch. Raised on a farm and being a natural trader he commenced handling stock at a very early age and was counted one of the successful stockmen of his county before he had obtained his majority. His very early training gave him the experience of a middle aged man by the time he was grown, a rich capital and one that paid him well. He was born in Madison county, Ohio, in 1839. He went to the common schools of his county until eleven years of age. He then worked on his father's farm for two years. After this when only in his fourteenth year he went to farming and trading on his own account, and in a few years became one of the most extensive stock buyers in his county. He kept up his business here until 1870, when meeting with reverses he wound up his business in Ohio and came west and settled in Bates county, Mo., where he kept a meat market and again became a stock buyer. His efforts here were crowned with abundant success. After two years residence he became a regular and extensive shipper to market and by 1874 had accumulated a nice little capital. Wishing a wider field for his labors he moved to St. Louis that year and was at once employed by Irons & Cassidy, the biggest firm in the trade there, as cattle salesman. Two years later he was admitted as a partner in the firm, and has remained with it through its various changes ever since. In 1890, he with T. B. Patton, came to Kansas City and established a branch of his house—Cassidy Bros.' Commission Co., at this point and became its general manager. Here as elsewhere his efforts have borne good fruit, his house though young, being one of the substantial ones on the yards and enjoying a handsome clientage.

(Photographed by Thomson.)

THOS. F. TIMMONS.

A. W. PENNY,

While joining the trade in the more recent years is one of the thorough stockmen on the yards. He has known and handled cattle and hogs all his life, and it may be said is a stockman to the manner born. His father was a farmer and he was born on a farm in Henderson county, Illinois, in 1849 and there raised to manhood. He worked on the farm during the crop season and in the winter months attended the common schools of his county until sixteen years of age. He then took a two years course at Abington College. When eighteen years of age he left school and turned his attention to trading in stock, and was a country buyer and shipper to the Chicago market up to 1869 when he moved to Nodaway county, Mo., and farmed there and traded in stock for thirteen years. Careful and observing, his experience

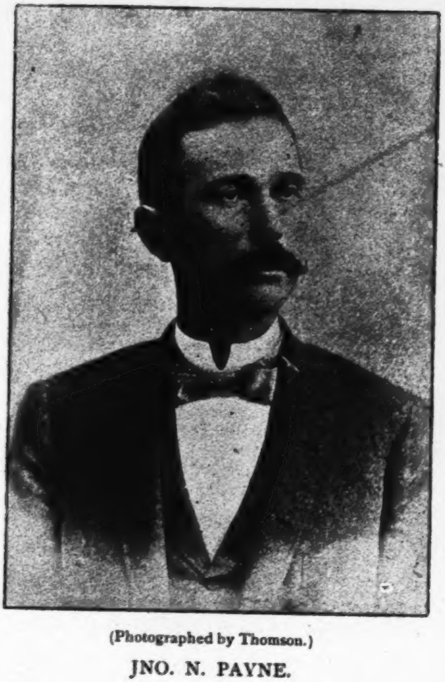
(Photographed by Thomson.)

A W. PENNY.

as a country trader made him a ripe stockman before ever entering business in a metropolitan market. On entering the trade here in 1882 he was given a recognition not often accorded new comers, and for seven years he was one of the well known hog men on the yards. In 1889 the Jacob Dold Packing Company made him a flattering offer to go to Wichita, Kans., as their stock buyer at that point, which he accepted and filled that position most acceptably for three years, buying all the hogs and cattle they slaughtered there. January 1st, 1892, he returned to Kansas City and became a member of the commission firm of Ladd, Downs & Penny, and was given charge of the hog department, a position he was so well qualified to fill. While back in the trade here less than two years he has again worked himself to the front and recovered his entire lost prestige by his three years absence in Kansas.

JNO. N. PAYNE

Is one of the quiet successes of the yards. He is less aggressive and demonstrative than many of his co-workers, but his quiet manner, fine judgment and unflagging industry has won for him a recognition and a position among the first cattle men in the business. He may be said to be a stockman to the manner born and bred. He is a son of the late Rev. A. H. F. Payne, of the Christian church, one of the most active and earnest workers of his denomination in the early days of Clay county, Mo. Here the subject of this sketch was born in 1844. His father was a farmer as well as preacher and John was raised as a farmer's boy. He moved with his father to Clinton county, Mo., when but seven years of age and here grew to manhood. He attended the common schools of his county until seventeen years old and acquired a good common school education. In 1864, a year after his father's death, he went to Montana and mined and clerked until the close of the war, when he returned to Missouri. In the fall of 1866 we find him back in his old home pushing farming operations for his widowed mother. Here he spent the next six years farming and stock raising. At the end of this time he moved to St. Louis and entered his brother's live stock commission house, Payne, Moody & Co., and acted as salesman for them for two years. Getting tired of city life he returned to Clinton county, Mo., in 1874 and turned his attention to farming and stock feeding again, and remained at it up to 1876. That year he was elected sheriff of the county on the Democratic ticket, and held the office for four



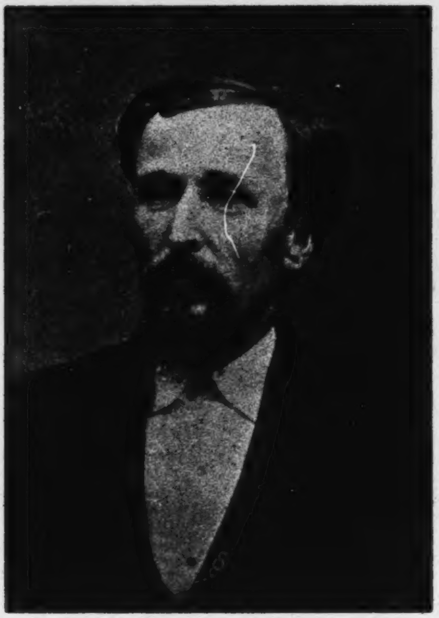
(Photographed by Thomson.)

JNO. N. PAYNE.

years, filling it with credit both to himself and his party. The following election he was chosen county collector for two years and made a most acceptable officer. This terminated his political career and he again turned his attention to farming and stock feeding and remained at it up to 1887 when he moved to Kansas City and joined his brother, Capt. Jas. H. Payne, in purchasing stockers and feeders, and is the junior partner of Jas. H. Payne & Co., one of the largest and best known commission houses for the purchase of young cattle in the west.

J. A. WINSTEAD,

While one of the newer men on the yards, has been a well known figure in the western cattle trade for the past thirty years. Like most of our successful stockmen he was a farmer's boy and learned steady habits and became enured to toil before ever entering the trading world. His father was a stock raiser ahead of him and a love for his business was bred in him. He was born in Hopkin county, Ky., in 1840, but when only seven years of age his father



J. A. WINSTEAD.

moved to Clinton county, Mo., and settled on a farm. Here young Winstead grew up to manhood, remaining at home assisting his father in his farming operations and stock feeding until of age. Missouri, in his younger days, being a new country, his means for obtaining an education were limited. He attended the common schools of his county during the winter months and worked on the farm in the busy seasons until twenty-one years of age. The following year he studied at Camden Point Academy. On returning home he entered the live stock business, and his firm, Winstead, Saunders & Robertson, soon became one of the most extensive in the shipping business in western Missouri. For five years they bought in the country and shipped on the Chicago, Buffalo and New York markets. At the end of this time Mr. Winstead went to Buffalo, N. Y., and opened a commission house, but only remained there one year, returning to Chicago in 1873, as he preferred to operate in the West rather than the East. For the next three years we find his house, Winstead & Allen, doing a good business. In 1877 he again returned to Missouri and became a country shipper from his native and adjoining counties, and operated on an extensive scale. Wishing to try city life again he came to Kansas City in 1885 and entered the commission business under the firm name of Winstead & Custer, and built up a nice trade. In 1888 his firm was dissolved by the death of Mr. Custer, after which he sold cattle on commission up to December, 1891, when Kingan & Co. entered the dressed beef business and chose him as their cattle buyer on the yards, which position he held up to October, 1892, when he resigned to again enter the commission business as cattle salesman for the Tabott Commission Co. He remained with them but a short time, leaving them to become cattle salesman for O. C. Peters, an old friend, who entered the trade here in 1892, and remained with him up to the early spring of 1893, when he withdrew to embark in the commission business for himself again, since which time he has been on the yards as a commission buyer and seller.

JOHN C. McCOY

Is the son of the pioneer of his name, one of the earliest settlers of this part of the state, and one of the original owners of Kansas City, and the layer out and surveyor of the old town of Kansas City and the town of Westport; a man of remarkable force of character and industry. He was a United States surveyor and fixed the boundary line of Fort Leavenworth and surveyed and fixed the boundary lines of the Cherokee and Creek lands in the Indian Territory. The subject of this sketch was born in Kansas City in 1853, and has lived in this vicinity continuously for forty years. He was educated in private and public schools until seventeen years of age. He then entered Westminster College, Fulton, Mo, and studied there three years. Returning home at this time he turned his attention to agriculture and farmed in

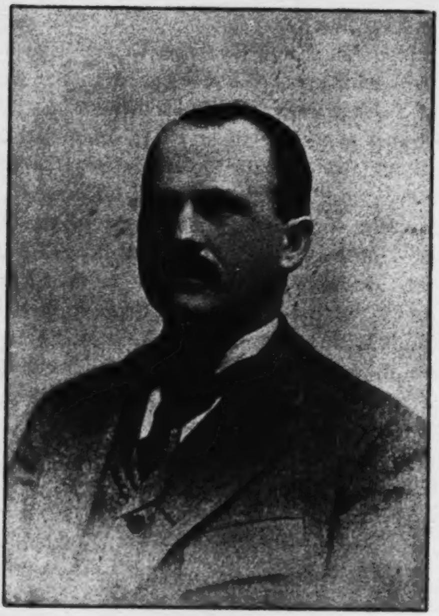
(Photographed by Thomson.)

JNO. C. McCOY.

Jackson county, Mo., just outside of Kansas City for several years. In 1874 he came to town to live and entered the grain commission firm of Vaughan & Co., at that time one of largest houses in the trade. He remained with them for eight years, the larger part of which time he was head book-keeper and confidential clerk. In 1882 he entered the grain business for himself with Capt. N. P. Simonds, of Beloit, Kansas, under the firm name of Simonds, McCoy & Co., and for five years it was one of the most active grain firms in the trade. Realizing that the Kansas City stock market was destined to become one of the greatest in the world, and for the purpose of further extending his business relations, he with several other business associates in 1887, organized the Rogers & McCoy Live Stock Commission Co., at the same time retaining his interest in the grain firm of Simonds, McCoy & Co. But after the first year's life at the yards, the interest of the Simonds, McCoy & Co. and the Rogers & McCoy Live Stock Commission Co. were separated, Mr. McCoy withdrawing from the grain business and organizing his present firm, McCoy Bros. & Bass. Young and energetic, and his business training of the best, he was not long in placing his firm upon a paying basis and bringing it up with many of the older houses both in patronage and standing, until to-day it is one of the best known houses on the yards.

WOODSON McCOY

Is one of the stirring young men on the yards. A hard worker and possessing ripe judgment he has long ago won a reputation as a salesman. He is a son of the late pioneer, Jno. C. McCoy, one of the early settlers of this section. The son, like his father, was raised industriously and enured to toil, and early taught the importance of close attention and faithfulness in business matters, the handmaids of success. His early training and farm experience of many years fitted him well for the live stock trade, and while he has been on the yards only a few years he has rapidly come to the front and won for himself a splendid reputation as a salesman. He was born on a farm in Jackson county, Mo., in 1855. He soon contracted a love for stock. He went to the common schools until sixteen years of age, and then entered the Kansas City high school and studied there three years. After this he took a course at Kemper's Academy, Booneville, Mo. On returning home from there he turned his attention to farming and stock raising and met with good success. In 1883 he move to



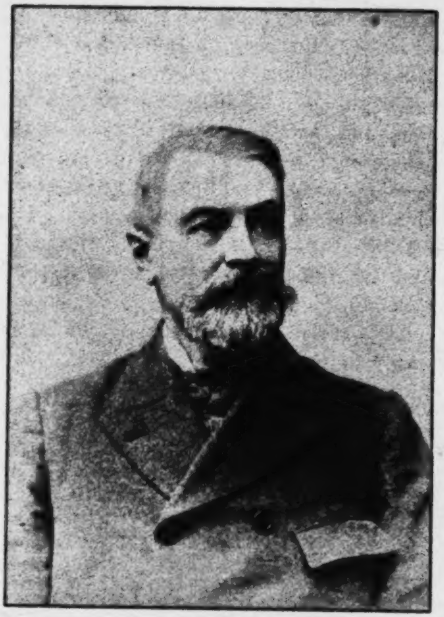
(Photographed by Thomson.)

WOODSON McCOY.

Johnson county, Kans., where he continued to farm and bought stock in the country for the Kansas City market. In 1888 he joined his brother, Jno. C. McCoy, Jr., and R. L. Bass in the commission business on the yards, making up the firm of McCoy Bros. & Bass. He was given charge of its cattle department and his labors there have given the utmost satisfaction.

ROBT. T. BASS

Is a stockman to the manner born and bred. Few men can talk more entertainingly on stock matters than he. His father was a breeder of fine stock ahead of him and won considerable local reputation on his cattle, horses and sheep. Robert, therefore, walked in the foot steps of his father. He was born in Boone county, Mo., 1841. He was raised on the farm and was in the habit of seeing stock and hearing it talked about from his earliest boyhood. He attended the district schools until fifteen years of age, then went to Kemper's Academy at Booneville a year, and to Mount Pleasant College, Huntsville, Mo., for one session. In 1858 he entered Wm. Jewell College and graduated in the class of



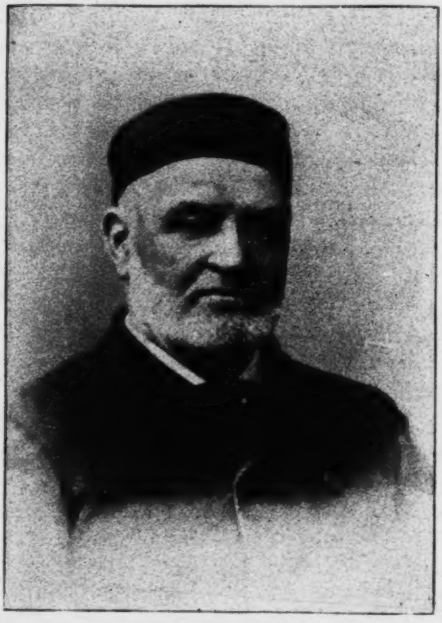
(Photographed by Thomson.)

ROBT. T. BASS.

1861. On completing his education he returned home and devoted himself to farming and stock raising, and it was not many years before he had won the reputation of being one of the successful young breeders of his section of the state. His shorthorn cattle and pure-bred horses were known throughout central Missouri. In 1875 he moved from Boone county, Mo., to Johnson county, Kans., and continued his farming and breeding operations there and soon won a prominent place among the breeders of his adopted home. During this time he bought and shipped cattle to the Kansas City market, meeting with good success in these ventures. Selling out his farm and stock he moved to Kansas City in 1886, and through the excitement in real estate was drawn into speculating in it and continued to handle real property for nearly two years. But a reaction setting in, he gave it up and sought a steadier and more reliable business. Having always been successful with live stock he naturally turned his face to the stock yards and entered the commission business, joining Jno. C. and Woodson McCoy in forming one of the best known houses in the trade. And while only six years in the business enjoys a splendid patronage and an enviable reputation. He has managed most successfully the hog department of his house since its opening, and since September, 1892, has assisted in selling cattle, and has met with equal success.

A. W. GILLETT

Is one of the few men in the trade that figured on the market before the days of the railroads, and has seen all the big live stock markets of the west grow from nothingness to their grand proportions. He was a young man and drover when Chicago and St. Louis were mere hamlets and Philadelphia and New York were the live stock markets of the country, and all cattle and hogs were driven to market on foot and their weight guessed at or sold by the head. As late as 1847 he drove cattle to market for thirty-seven and one-half cents per day, and only two meals, breakfast and supper, and on the return had to make thirty-three miles per day, for which he was allowed thirty-seven and one-half cents, and any shortage in this on returning home had to be made up out of his own pocket. It was in this hard industrious school he was reared and the habit of steady, honest work formed that stood him so well in hand in after years. He was born in Cataraugus county, N. Y. in 1830. His father was a farmer and young Gillett's early life was spent among fields and herds When only six years of age his father moved to Ohio and settled in Wyandotte county. Here he went to the district schools during the winter months and worked on the farm in the spring and summer until twenty years of age. He then went one term to the Norwalk Seminary. As all schooling had to be paid for in those days, the next year he worked on the



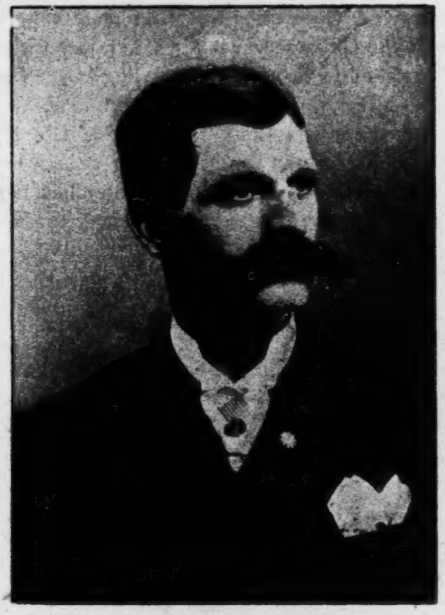
(Photographed by Thomson.)

A. W. GILLETT.

farm and saved his money. When twenty-two he went to Illinois and worked as head drover at one dollar per day and board, breakfast and supper. He now began to save money and the next year sent himself to the Oberlin College for six months. At the end of this course he returned home, and after a short rest we find him a country buyer, driving and shipping stock to the New York market. He prospered from the start and for thirteen years carried on this business successfully. At the close of the war he located near Upper Sandusky, Ohio, and bought horses on commission for two years. But being a better general stockman than horse trader, he moved to Pittsburg. and for the next two years bought hogs for M. H. Gillett & Co., of New York, and was afterwards given a partnership interest in the house and represented it for eight years on the Pittsburg market. In 1877 he came west and located in St. Louis and bought hogs on orders for M. H. Gillett & Co., Davis & Atwood, Springs & Haines, Stahlnecker & Son and Monroe & Crane, all of New York, and at times for the Cleveland Provision Co., and Kingan & Co., of Indianapolis, and continued this business there until 1887. In 1878 he made a special visit to Kansas City and bought hogs here, and did the first sorting ever done on the yards at this point. At that time Plankington & Armour were the only all-the-year-round hog buyers here, and they took the hogs "straight." In 1882 he with W. G. Peters opened a house in Kansas City for the buying of hogs on orders, with Mr. Peters in charge, and they did a big business from the start, and continued it up to 1887. The Kingan Packing Co. that year completing a big house here, he was persuaded to leave St. Louis and come to Kansas City and take charge of their hog buying, and has been on the market here ever since and added increased lustre to his already splendid reputation as a hog man.

E. J. RICKS.

Few men on the yards have pushed themselves to the front in the trade more rapidly than the subject of this sketch. Of pleasant address and genial disposition, and possessing sound business ideas and a willingness to work he has in a few years won for himself a recognition as one of the successful hog buyers here. For the past several years he has filled most acceptably the trying position of buyer for one of our largest packing houses. He was born in Washington, Dutchess county, N. Y., in 1860, and lived there and received his first schooling in its schools until twelve years of age.



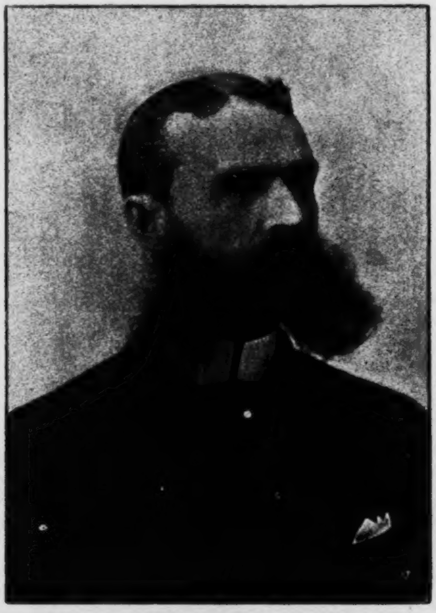
(Photographed by Thomson.)

E. J. RICKS.

His father then moved on a farm and the subject of this sketch assisted him in his farming operations during the busy seasons and attended the district schools until seventeen years of age. In 1877 he entered Moore's Mill Institute and studied for two years. Having now acquired a good English education he cast about for a start in life, and came west in 1880, going to Nebraska, and remained there on a sheep ranch for three months. But not liking the sheep business he went to Chicago and worked on the yards for three years. Having improved his opportunities he was now a pretty good stockman and had little trouble in working into the trade. He first went to work for Waugh Bros. & Warner as yardman for one year, at the end of which time he was made hog salesman, and sold hogs for this firm for the next two years. He then went to Swift & Co. as hog buyer on an advanced salary and bought hogs on the Chicago yards for this house for three months when he was ordered to Kansas City as hog buyer for their house at this point. In the spring of 1887 he returned to Chicago and bought hogs on the yards there for Swift & Co. that summer. But with the opening of the winter packing season he returned to Kansas City and assumed his old position and has been main hog buyer for Swift & Co. ever since, buying many thousands of hogs for them each year.

GEO. H. NUTE

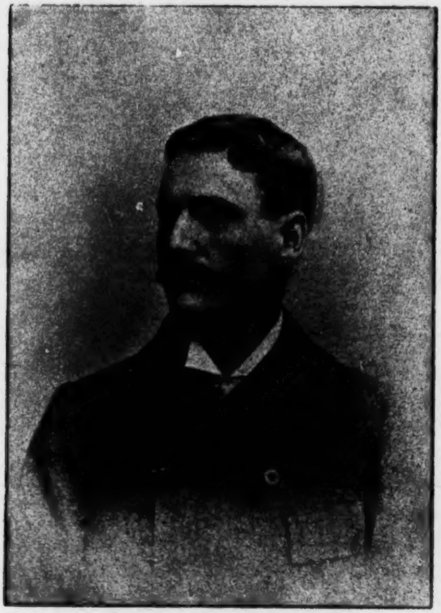
Has been on the yards here but a few years, yet has made an impression upon the trade. But few men have ever become better known in the same length of time, and won the confidence and esteem of his fellow traders. A thorough business man as well as a stockman, his relations with his fellow traders have always been most cordial and of the most pleasant character. Prompt in meeting his obligations and true to every trust, success has naturally come to him as a reward of honest effort and true business principals. He was born in Carroll county, New Hampshire, in 1845. He was raised on a farm and his early years were spent on the farm where he assisting his father, who was a drover and breeder of stock, acquired his first liking for and knowledge of that business which he chose later in life to follow. He attended the common schools of his county until fifteen years of age, and then for four terms attended Wolfborough Academy. Having now acquired a good English education he at once set about making his own living. He soon secured a clerkship in a hotel in New York and held it for five years. At the expiration of this time he went on the road for a wholesale liquor house in New York and remained with it for one year. Not liking the business and having saved some money he left New York in 1869 and went to Chicago, but remained there only a short time, continuing his journey into Wisconsin where he became a stock buyer and shipper, and remained in this business for three years. In 1872 on the opening of the National Stock Yards in St. Louis he moved to that city and took a position as clerk in the Allerton House and held it for five years. But while winning much of a reputation as a hotel man, he was never satisfied with hotel life. In 1878 we find him trading on the yards in St. Louis and was not long in winning an independent start in the stock business. Seeing the drift of the live stock trade of the



(Photographed by Thomson.)

GEO. H. NUTE.

southwest being towards Kansas City he moved here in 1888 and soon became one of the leading figures in the hog trade. Being an excellent judge of hogs and a close and successful student of the market, he is one of the few independent traders on the yards who has made any headway in this business the past few years.



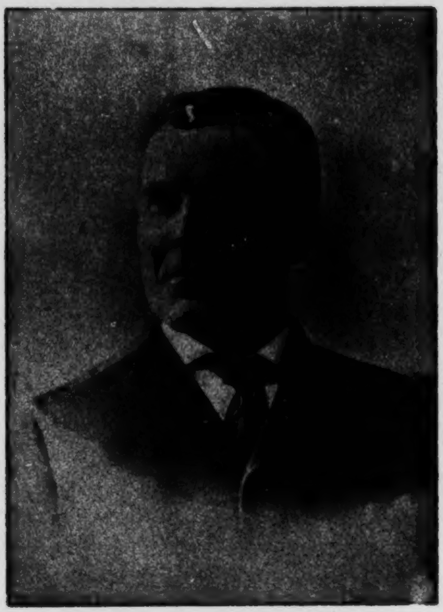
(Photographed by Thomson.)

CHAS. DIXON

Is one of the conspicuous young men in the trade. Though but a few years past his majority he is manager of one of the most enterprising firms on the yards. His fine executive ability and genius for business, winning for him a recognition accorded to but few so young. Affable and easy of approach he not only has the faculty of making friends, but also retaining them. It may be said that he was born in the business, his father being one of the leading stockmen of central Kansas since 1854. And coming of business stock his mind was early directed in the line of trade. He was born in Riley county, Kans , in 1868, and lived there until fourteen years of age. He received his first schooling in the public schools of his native county. In 1882 his father moved to Junction City, and young Dixon finished his education in the public schools of that city. When eighteen years of age he joined his father in the grain and live stock business and remained with him three years. On obtaining his majority he sought a wider field for his talents and naturally turned towards Kansas City, coming here in 1889. He soon secured a good position at the yards and by close attention to business was not long in mastering the details of the trade. June 1st, 1892, he became a partner and manager of the D. L. Jones & Bro. Live Stock Commission Co., now the Dixon & Jones Bros.' Live Stock Commission Co., and his conduct of its business is a high testimonial of his business ability.

REUBEN ABBOTT

Is one of those men in the trade who has worked himself up from obscurity into prominence, and is yet in the prime of life. He has filled the most trying and responsible positions in the dressed beef trade of the country for the past twenty years. He was early enured to toil. His father being a stock trader ahead of him, he became a good judge of cattle at an early age, and by close attention to business won success early in life. He was born in Kenebec county, Maine, in 1844, and was raised on the farm, his father being a stock raiser and drover, shipping for twenty-five years to the Boston market. Like most country boys he worked on the farm in the summer and spring and went to school during the winter months until twenty-one, thus acquiring a good common school education. After attaining his majority he cast about for a start in life and came west and settled in Clinton county, Mo., and bought and shipped stock from there for four years and met with fair success. In 1869 he went to Boston and entered the dressed beef business, buying cattle and slaughtering them and selling their carcasses. For eleven years he conducted this business successfully. At the end of this time Swift & Co., of Chicago, entering the New England markets with western dressed beef and offering home killers hard competition, he sold out his slaughtering business and went with them and established fresh meat markets throughout the New England and Middle States, and remained with them for seven years. In 1887, W. H. Monroe, the Albany cattle king, entered the dressed meat business in Boston and he went with him and established market houses and sold meat in that city, and remained with him three years and a half. In March, 1891, the Phœnix Packing Co. induced him to come to Kansas City and gave him the superintendency of their house, and



(Photographed by Thomson.)

REUBEN ABBOTT.

also made him head cattle buyer on the yards. On its selling out to Schwarzschild & Sultzberger Co. in 1892 he succeeded to his old position with this new, wealthy firm.

DAVID TUCKHORN

Is one of those men who, through force of character and close attention to business, compel success with odds against them. Like many successful business men he entered the field of labor at an early age, and what he missed in the way of schooling he made up in actual experience in the business world. He was thrown into the trade through circumstances and made the most of it. He was born in Chicago in 1858 and reared in that city. His father was a dealer in billiards and billiard tables, and young Tuckhorn knew nothing of live stock in his early days. He attended the public schools until fourteen years of age, and received a fair English education. He was pretty good at figures and wrote a fair business hand. His first work was in a wholesale commission house, and he remained with it seven months. Showing an aptness for business, his uncle, Isaac Waxell, at that time one of the largest cattle shippers in the country, took him and he helped about the office and yards until eighteen years old, when he became assistant cattle buyer. When but nineteen he went to St. Louis for his uncle's firm, then Waxell & Allerton, and bought all their cattle in that market in the summer and fall of 1877. On the dissolution of Waxell & Allerton in 1878, he remained with his uncle buying on the Chicago market for the next two years. In the winter of 1880 he formed a partnership with Sam'l Degan, under the firm name of Degan & Tuckhorn, and bought and shipped cattle from Nebraska City, Neb., being the largest operators at that point during the winter of 1880-1. With the close of the season there he returned to Chicago and again entered the employ of his uncle, Mr. Waxell, and bought cattle for him throughout the west during the years of 1882 and 1883. In 1884 he left the live stock business and ran a branch billiard store for his father at Madison, Wis., and remained there two years. But he was never satisfied with the change and in 1887 he returned to Chicago and went to work for Simon O'Donnell, a commission buyer and seller on the yards.

Vawter, Franklin, Ind., and remained in their employ for three years. Having now attained his majority and wishing a broader field for his labors, he moved to Indianapolis and obtained a position with the live stock commission firm of Jeffery, Herriott & Co. and remained with them for four years, and while in their employ became an efficient and energetic stockman. He now joined G. F. Herriott in buying stock on orders, under the firm name of G. F. Herriott & Co., and worked up a good trade. In 1890 they moved to St. Louis and opened an order house there, that city offering a broader field than Indianapolis. In December, 1891, R. M. Herriott came to Kansas City, drawn by the future promise of the live stock market here, and opened a branch house, and jumped into a good business from the start.

C. E. RUSSELL,

...Jeweler,

1028 MAIN STREET,

KANSAS CITY, MO.

Diamonds,
Watches,
Silverware,
Optical Goods,
Etc.

Gaylord & Barcley.

FINE TAILORING
AT
Reasonable Prices.

KANSAS CITY, MO.

FEDERMANN & HALLAR,

Successors to
H. W. EVANS & BRO.

. . . .

The most popular Drug Store in the City.

DIAMOND DRUG STORE.
TRADE MARK.
MAIN 908 STREET.
Tel. 252.
FEDERMANN AND HALLAR.

Sole Agents for
Sweet Springs Water,
and
West's Nerve & Brain Treatment.

ESTABLISHED 1879.

MINTER BROS.,

Commission Merchants,

GRAIN, HAY AND MILL STUFF.

LIBERAL ADVANCES ON CONSIGNMENTS.

OFFICE AND WAREHOUSE,
FOOT FOURTH ST. VIADUCT.

Kansas City, Mo.

He remained with him a year. In 1888 we find him with Nelse Morris, superintending his big shipments. After remaining in this capacity for a year he was put in charge of his distillery feeding in Kentucky, superintending the fattening of 15,000 cattle and buying export beeves. In 1890 he was sent to Montana by Mr. Morris and bought cattle there for him. In 1891 he came to Kansas City and has represented Mr. Morris here ever since, and is one of the largest buyers on the yards. During August and September, 1892, his purchases aggregated 37,000 cattle.

(Photographed by Thomson.)

DAVID TUCKHORN.

R. M. HERRIOTT,

While among the later arrivals at the yards, has already made his impression upon the trade here. Young and energetic and being a good judge both of the markets and stock, he was not long in building up a business, and has for some time been among the most active order buyers here, both of cattle and hogs, controlling a large eastern business. Like most successful stockmen he was raised on the farm and has known and handled stock all his life.

(Photographed by Thomson.)

R. M. HERRIOTT.

He was born in Johnson county, Indiana, in 1856. His father was a successful farmer and stock raiser and young Herriott was early taught self-reliance and business traits. He attended the common schools of his county until sixteen years of age. He then farmed for two years. When eighteen years old he was offered and accepted a position with the packing firm of Wheat, Fletcher &

THE PLACE TO BUY
PICTURES, FRAMES, OR
ARTISTS' SUPPLIES, IS **Findlay's**

If you doubt, call and be Convinced. Twenty-four Years of FAIR DEALING with Residents of Kansas City and Vicinity prove this.

W. W. FINDLAY ART ROOMS AND GALLERY,

1120 WALNUT STREET, ... Near Twelfth.

C. H. DICKINSON. D. S. HOLLERAN.

C. H. Dickinson & Co.

FINE SHOES

SOLE AGENTS FOR
C. BOYDEN & CO.
D. ARMSTRONG & CO.

22 EAST ELEVENTH STREET,
KANSAS CITY, MO.

The MIDLAND ENGRAVING CO.
[illegible]ROTTS, Mngr.
JO[illegible] WALNUT STS.
Kansas City, Mo.,

THIS BOOK WAS PRINTED BY THE

PEARL PRINTING CO.

17 EAST SIXTH ST., KANSAS CITY, MO.

WHO DO ALL KINDS OF PRINTING, INCLUDING . . . . . .
COMMERCIAL, . . .
PAMPHLET, ...
AND BOOK WORK. .

TELEPHONE 1453, AND OUR MAN WILL CALL.

W. F. WYMAN & COMPANY

242 Stock Yards Exch. Bankers & New England Bldg.

KANSAS CITY, MO.

The Only House Located at the Stock Yards Exchange which deals in SECURED CATTLE FEEDERS PAPER.

W. N MARSH, Manager.
C. W. MARSH, Asst. Mgr.

KANSAS CITY LEAD & OIL WORKS,

MANUFACTURERS OF

Pure, Raw and Boiled . . . Linseed Oil.

Oil Cake for Stock

OFFICE:
928 AND 929
N. Y. LIFE BLDG.

WORKS:
24TH & BROADWAY.

100 lbs.
GROUND
OIL CAKE
FOR
STOCK
ALL KINDS
KANSAS CITY
KANSAS CITY

JOHN T. SPARKS. CHAS. SPARKS. R. E. BOOTH, Book-Keeper.

Sparks Bros.

WHOLESALE AND RETAIL DEALERS IN

Mules and Horses............

Cor. 18th and Bell Sts., KANSAS CITY, MO.

A GOOD SELECTION OF ALL GRADES ALWAYS ON HAND.
CORRESPONDENCE SOLICITED.
TELEPHONE 1148.

J. J. Squier, Prest. W. C. Henrici, Cashier. C. N. Prouty, Asst. Cashier.

NO. 4381.

The Inter-State National Bank,

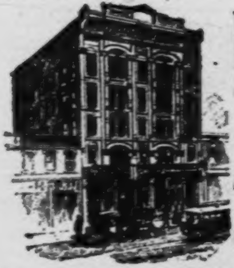
CAPITAL STOCK, $1,000,000.

Located at the Kansas City Stock Yards.
Do a General Banking Business.

. . . Kansas City, Kans.

DIRECTORS.

Geo. W. Williams, Prest. First National Bank, Seneca, Kans.
Thomas Kirby, Banker, Abilene, Kans
J. C. Rogers, Prest. First National Bank, Wamego, Kans.
H. B. Schuler, Prest. Winfield National Bank, Emporia, Kans.
C. Hood, Prest. Emporia National Bank, Emporia, Kans.
J. V. Andrews, Capitalist, Kansas City, Kans.
E. P. Allen, Pres. First National Bank, Independence, Kans.
S. B. Armour, Armour Packing Co., Kansas City.
L. V. McKee, Prest. State Bank of Frankfort, Frankfort, Kans.
E. N. Morrill, The Morrill-Janes Bank, Hiawatha, Kans.
J. W. Sponable, Prest. Miami County National Bank, Paola, Kans.
J. R. Mulvane, Prest. Bank of Topeka, Kans.
John R. Foster, Prest. First National Bank, Garnett, Kans.
J. D. Robertson, Merchant, Jewell City, Kans.
C. F. Morse, Gen'l Manager Kansas City Stock Yards Co.
Edw. F. Swift, of Swift & Co., Packers.
J. J. Squier, President.



BLOSSOM HOUSE,

Opposite Union Depot.

FIRST-CLASS IN EVERY RESPECT

CABLE CARS FOR THE STOCK YARDS PASS THE DOOR.

Best — **Because it is the most accurate Live Stock Market Report in the Country. Always on time. Talks business sense in business language—THE DAILY DROVERS TELEGRAM.**

Newsiest — **Because it gives more market news than any paper in America. Gives reports from all the leading markets in readable shape. Follows the market from beginning to close—THE DAILY DROVERS TELEGRAM**

Cheapest — **Because it is the BEST, and the best is always the cheapest. It is accurate, and accuracy counts. You can rely on it—THE DAILY DROVERS TELEGRAM**

☞ If you have never tried an advertisement in The Telegram, put one in now. Rates cheap!
Subscribe now and keep posted. Daily, $5.00; Tri-weekly, $2.75; Semi-weekly, $2.00; Weekly, $1.00.

J. H. NEFF & CO., Pubs., Kansas City, Mo.

The Kansas City Stock Yards...

ARE THE MOST COMPLETE,
MOST COMMODIOUS IN THE WEST,
SECOND LARGEST IN THE WORLD.

Higher prices are realized here than farther East. This is due to the fact that stock marketed here is in better condition and has less shrinkage, having been shipped a shorter distance; and also to there being

Located at these Yards Eight Packing Houses, with an aggregate daily capacity of

9,000 CATTLE, 40,000 HOGS, 4,000 SHEEP.

THERE ARE IN REGULAR ATTENDANCE SHARP, COMPETITIVE BUYERS FOR THE PACKING HOUSES OF CHICAGO, OMAHA, ST. LOUIS, INDIANAPOLIS, CINCINNATI, NEW YORK, BOSTON, AND THE EXPORT TRADE TO EUROPE.

All the 18 Railroads running into Kansas City have Direct Connection with the Kansas City Stock Yards.

BUSINESS OF THE YARDS FOR THE YEAR 1892.

	Cattle and Calves.	Hogs.	Sheep.	Horses and Mules.	Cars.
Official Receipts for 1892	1,571,155	2,397,477	438,268	32,505	97,462
Slaughtered in Kansas City	727,981	1,805,114	218,909		
Sold to Feeders	213,923	4,260	29,078		
Sold to Shippers	446,501	586,563	48,259		
Total Sold in Kansas City	1,388,405	2,395,937	296,246	15,974	

C. F. MORSE, Gen. Manager.	E. E. RICHARDSON, Secy. and Treas.	H. P. CHILD, Asst. Gen. Mgr.	E. RUST, Supt.